OaklandSchools

SECTION XI: CONTRACTOR INFORMATION FORM

A. Company Name: ROK Systems

Address: 6350 Jupiter Ave. NE, Ste 100 City: Belmont State/Zip: MI 49306

Phone: 616.532.7995 Fax: 616.532.8292 Website: www.rok-systems.com

Contact Name: Scott Meuser Contact Title: Account Executive

Contact Phone: 616.532.7995 ext. 115 Contact Email: ScottM@rok-systems.com

B. Business Structure: Corporation (x)Partnership () Sole Proprietor ()

C. Number of years in business as the company named above 8

D. Largest single contract this company has held $ 450k With whom? L'Anse Creuse Schools

E. Annual gross sales for last four (4) years: 2012 4mil

2011 2.3 mil 2010 2.6 mil 2009 1.3 mil 2008 1.5 mil

F. Acknowledgement of addenda #1 2/13/13 SAM #2 2/15/13 SAM #3 _____ _____
Date Initials Date Initials Date Initials

G. Geographical area of operations for your firm MICHIGAN

H. Provide business name, contact and telephone numbers of three (3) customers that have purchased products and/or services from your company in the past year, preferably school districts or intermediate school districts.

Business Chippewa Valley Schools Contact: Robyn Oesterle Telephone 586.723.2203

Business Ferris State University Contact: Lori Rendell Telephone 231.591.2142

Business Gentex Corporation Contact: Jeff Lukas Telephone 616.772.1590

Supplier Authorization

The undersigned certifies that the proposal submitted meets or exceeds, all the specifications, that all conditions noted here are acknowledged, and the firm prices and terms are specified by the bidder are true and accurate.

Scott Meuser
Signature of Vendor

Scott Meuser - Account Executive
Print Name & Title

ROK Systems, Inc.
Legal Name of the Firm

2/26/2013
Date

ORIGINAL

ROK Systems Inc

Vision Intelligently Applied

OAKLAND SCHOOLS
2111 PONTIAC LAKE ROAD
WATERFORD, MI 48328
ATTN: ANNA MARIE ANDREW
SEALED RFP #13.0019 REPLY

Proposed RFP Reply
Oakland Schools—Video Surveillance Systems
Dated: February 5, 2013
Due: February 26, 2013
Time: 2:00pm

ROK Systems, Inc.
Corporate Headquarters
6350 Jupiter NE, Suite 100
Belmont, MI 49306
616.532.7995
ScottM@rok-systems.com

CNA SURETY℠

BID BOND
(Percentage)

BOND No. _____

KNOW ALL PERSONS BY THESE PRESENTS, That we ROK Systems, Inc.
of 6350 Jupiter Ave NE, Suite 100, Belmont, MI 49306
, hereinafter referred to as the Principal, and
Western Surety Company
333 S. Wabash Ave., Chicago, IL 60604
as Surety, are held and firmly bound unto Oakland Schools
of 2111 Pontiac Lake Road, Waterford, MI 48328
, hereinafter referred to as the Obligee, in the amount of
5% of Amount Bid
(5% of Amount Bid), for the payment of which we bind ourselves, our legal representatives, successors and assigns, jointly and severally, firmly by these presents.

WHEREAS, Principal has submitted or is about to submit a proposal to Obligee on a contract for Video Surveillance System - Two Administrative Buildings, and Royal Oak and Clawson High Schools
.

NOW, THEREFORE, if the said contract be awarded to Principal and Principal shall, within such time as may be specified, enter into the contract in writing and give such bond or bonds as may be specified in the bidding or contract documents with surety acceptable to Obligee; or if Principal shall fail to do so, pay to Obligee the damages which Obligee may suffer by reason of such failure not exceeding the penalty of this bond, then this obligation shall be void; otherwise to remain in full force and effect.

SIGNED, SEALED AND DATED this 26th day of February, 2013.

Principal

ROK Systems, Inc.

BY: _____
Scott Kobiel Vice President of Business Development

Surety

Western Surety Company

BY: _____
Chris Hieftje, Attorney-in-Fact

Form F4595-8-2001

Western Surety Company

POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

Max B Van Wyk, Patricia A Zuk, Linda L De Vries, Alison L Van Wyk, Eric Van Wyk, Nicholas Good, Chris Hieftje, David J Hop, Individually

of Grand Rapids, MI, its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

- In Unlimited Amounts -

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 23rd day of October, 2012.

WESTERN SURETY COMPANY

Paul T. Bruflat, Vice President

State of South Dakota
County of Minnehaha } ss

On this 23rd day of October, 2012, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires
June 23, 2015

J. MOHR
NOTARY PUBLIC
SOUTH DAKOTA

J. Mohr, Notary Public

CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 26th day of February, 2013.

WESTERN SURETY COMPANY

L. Nelson, Assistant Secretary

Form F4280-7-2012

ROK Systems Inc
Vision Intelligently Applied

BID BOND CLARIFICATION:

ROK Systems has included a bid bond for the Oakland Schools RFP #13.0019 Video Surveillance System. The bid bond covers this project which includes the following facilities: Oakland Schools Administration Building, Oakland Schools Southwest Campus, Royal Oak High School and Clawson High School. The bid bond does not extend to any other project or building and is for a one-year period. If a bid bond is required for additional projects/buildings, ROK will submit the required bonds (Bid, Payment & Performance) to meet the requirements of the bid specifications.

ROK SYSTEMS, INC.
6350 Jupiter Ave. NE, Suite 100, Belmont, MI 49306
phone: 616.532.7995 | fax: 616.532.8292
www.rok-systems.com

MAINTENANCE WARRANTY ADDENDUM

To be attached to and form a part of contract or purchase order dated _____200__ ("Contract"),
between ____ROK Systems, Inc_____, hereinafter referred to as Contractor and
_____Oakland Schools_____, hereinafter referred to as Customer.

It is expressly understood and agreed by the parties to this Contract that notwithstanding anything to the contrary in the Contract, the Surety's liability under its performance bond with respect to the maintenance and warranty obligations shall be limited to a ___1___ year maintenance period which shall commence upon substantial completion of the project in accordance with the terms of the Contract. In the event the Contractor has any maintenance or warranty obligations beyond the limited period stated above, such extended obligations shall not be covered by the Surety bond. Nothing in this addendum is intended to limit or modify any extended maintenance or warranty obligations of the Contractor that continue beyond the limited maintenance period stated above.

This addendum signed, sealed, and dated this _____ day of _____, 200__.

Accepted _____
Contractor

By: _____
Title:

Accepted_____
Customer

By: _____
Title:

OaklandSchools

SECTION IX: NOTARIZED FAMILIAL and RELATIONSHIP DISCLOSURE

(Return completed and notarized form with bid)

Pursuant to MCL 380.1267, a sworn and notarized statement disclosing any familial relationship that exists between the owner or any employee of the bidder and any member of the Oakland Schools Board or the Oakland Schools Superintendent must be accompanied with the bid. Bids without this disclosure statement will not be accepted. The members of the Oakland Schools Board are: **Barbara DeMarco, George Ehlert, Marc Katz, Theresa Rich,** and **Connie Williams**, and the Oakland Schools' Superintendent is **Vickie L. Markavitch.**

Further, the undersigned, the owner or authorized officer of ROK Systems (the "Contractor"), pursuant to the Familial and Relationship Disclosure requirement provided in the Oakland Schools (the "School District") Request for Proposal for **Video Surveillance System**, hereby represents and warrants that, except as provided below, no business or other relationship exists between any owner, officer, director or administrator of Contractor, or any employee of Contractor who is involved in this procurement and contracting process, and any board member, administrator or employee of Oakland Schools, or any family member of any board member, administrator or employee of Oakland School, including, but not limited to an employment, service, or other ownership or business relationship. As used herein, "family member" means a person's spouse or spouse's sibling or child; a person's sibling or sibling's spouse or child; a person's child or child's spouse; or a person's parent or parent's spouse, and includes these relationships as created by adoption or marriage. Contractor further warrants and agrees that if any such relationship is establish after submission of the Proposal/Bid or after entering into the contract with Oakland Schools, Contractor shall immediately disclose the type and nature of such relationship to Oakland Schools in writing.

The following are the familial relationship(s):

	Owner/Employee Name	Related to:	Relationship
1.			
2.			
3.			

Attach additional pages if necessary to disclose all familial relationships.

☒ There is no familial relationship that exists between the owner or any employee of the bidder and any member of the Oakland Schools Board, or the Oakland Schools Superintendent.

☒ There is no familial relationship that exists between the owner, officer, director or administrator of Contractor, or any employee of Contractor who is involved in this procurement and contracting process, and any board member, administrator or employee of Oakland Schools, or any family member of any board member, administrator or employee of Oakland Schools.

The undersigned, the owner or authorized representative of bidder (insert name) ROK Systems does hereby Represent and warrant that the disclosure statements herein contained are true.

Scott Meuser	Scott Meuser	Account Executive
Print Name	Signature of Bidder Representative	Title

STATE OF MICHIGAN)
) ss
COUNTY OF Kent)

This instrument was acknowledged before me on the 25th day of Feb., 2013 by _____.

D Yowtz
Notary Public

Kent County, Michigan

My commission expires: 01/09/2017 Acting in the County of: Kent

D. YOWTZ
Notary Public, State of Michigan
County of Kent
My Commission Expires 01-09-2017
Acting in the County of Kent

OaklandSchools

SECTION X : EXCEPTION TO SPECIFICATION FORM

SECTION 00410 – PROPOSAL FORM

OWNER: Oakland Schools
2111 Pontiac Lake Road
Waterford, Michigan 48328

PROJECT: Oakland Schools
Video Surveillance Systems

COMPANY: ROK Systems

NAME: Scott Meuser

ADDRESS: 6350 Jupiter Ave. NE Suite 100 Belmont, MI 49306

CONTACT NAME: Scott Meuser

TELEPHONE: 616.532.7995 ext 115

E-MAIL: ScottM@rok-systems.com

PROPOSAL SUBMITTAL REQUIREMENTS

A. Provide a complete bill of materials depicting quantities, model numbers, catalog cuts, operating characteristics, physical characteristics and equipment configuration for all equipment, software, wiring and miscellaneous appurtenances included in this proposal.

B. The proposal information shall be assembled in two (2), three-ring binders complete with Table of Contents. All pages shall have page numbers, which shall be included in the Table of Contents. Binders shall be submitted in separate, sealed envelopes, each clearly labeled with company name, project name, OS RFP number and contents (technical or cost).

C. The Table of Contents shall be as follows: Binder 1 (Technical Information)

1. Tab No. 1.1 Cover Letter
2. Tab No. 1.2 Names and Company Profiles for Prime Contractors, Major Subcontractors and Major Suppliers
3. Tab No. 1.3 Organizational Chart/Schedule/Manpower
4. Tab No. 1.4 Wiring and Equipment
5. Tab No. 1.5 Maintenance Agreements and Service Agreements and Warranties
6. Tab No. 1.6 Miscellaneous (optional)

D. Table of Contents shall be as follows: Binder 2 (Cost Information)

1. Tab No. 2.1 Proposal Form
2. Tab No. 2.2 Bill of Materials
3. Tab No. 2.3 Voluntary Alternates

E. Description of Contents: Binder 1 (Technical Information)

1. Tab No. 1.1: Cover letter, shall include an executive overview of the project depicting the Bidder's complete understanding of the project.
2. Tab No. 1.2: List the names and company profiles for Prime Contractor, Major Subcontractors and Major Suppliers. In addition to the above information, describe each of the following:

 a. The roles of the Prime Contractor, Subcontractors and Suppliers.
 b. Description of corporate history for the Prime Contractor and planned Subcontractors, including dates of incorporation/founding, dates of any corporate mergers and/or acquisitions of Contractors and all present and former subsidiaries.
 c. The number of years installing similar systems in facilities similar to the Owner's.
 d. List of references that would be considered peers to the Owner utilizing similar systems.
 e. Name of active projects, their sites and scope of work.
 f. Provide recent customer references for similar work performed during the past twelve (12) months and provide documentation on installation staff training and certification.
 g. Indicate whether Prime Contractor or any planned Subcontractor are currently in litigation over other projects or have been involved in litigation over other projects in the previous five (5) years.

3. Tab No. 1.3: Organizational chart shall depict the prime contractor, the subcontractors, major suppliers, trainers, project managers, name of project leader, superintendents, executive staff of each firm, service staff, the names of the individuals occupying those positions, telephone numbers, facsimile numbers and e-mail addresses of all individuals on the organizational chart.

 a. Provide a detailed schedule, indicating specific dates that you would plan to be working within the building(s). This schedule shall include major milestones required to achieve the completion dates previously specified.

4. Tab No. 1.4: Wiring and equipment shall include the following information:

 a. Description of system operation.
 b. Complete bill of materials indicating quantities and take-offs for the products being provided.

 Note: Separate labor and materials cost shall be provided for all materials in Binder 2. Refer to F.2.2.

 c. Equipment model numbers.
 d. Catalog cuts for all equipment being provided.
 e. Manufacturer's product specifications and installation instructions.
 f. A complete itemization of any software products with catalog cuts.
 g. Software product specifications and installation instructions, if applicable.

5. Tab Nos. 1.5 and 1.6 are self-descriptive as to their intended content.

F. Description of Contents: Binder 2 (Cost Information)

1. Tab No. 2.1: Proposal Form shall include a completed proposal.
2. Tab No. 2.2: Bill of Materials shall separate labor and materials cost on an item-by-item and on a building-by-building basis.
3. Tab No. 2.3: Voluntary alternates, in a section, which is optional and made available to permit all Bidders to submit alternates to the Bidding Documents. These voluntary alternates shall clearly define the intent of the alternate, cost impact to implement the alternates, and a description of the deviation in functions and features between the alternates and the base Bidding Documents. Include catalog cuts in this section for each alternate product required. The catalog cuts shall be

keyed to the description of the alternate. Each alternate shall be independent of any alternate and shall be uniquely identified, i.e. TAL-1 (Technology Alternate No. 1), TAL-2, TAL-2, etc.

G. Information provided in both binders shall clearly identify the facilities to which the technical and cost information applies.

PROPOSAL

The undersigned proposes and agrees to furnish equipment, materials, and labor and perform all work necessary to complete the Oakland Schools Contract for Video Surveillance Systems, in accordance with the Proposal Documents dated February 5, 2013, and agrees to accept payment as herein provided.

Lump Sum proposals shall be provided for each District and building as indicated below.

Lump sum proposals shall be inclusive of all applicable taxes for all work specified.

Costs shall be provided using the following definitions:

Video Management System shall include the costs for software, licensing, programming, labor and other miscellaneous required for a complete Video Management System.

Cameras shall include the cost for all cameras, housings, mounts, engineering and labor and required for a complete camera installation.

Base Storage infrastructure shall include engineering, programming, licensing, enclosures, shelves, controllers, switches, cabling and other miscellaneous required for a complete video storage system (do not include drives for storage)

Pro-rated Storage shall include drives sized appropriately per facility for video storage. Installation of drives will be at the Oakland Schools Administration Building but costs allocated per site.

District & Buildings	Material Cost	Labor Cost	Total Cost	Man Hours
Oakland Schools				
1. Administration Building				
Video Management System	$5,171.55	$3,741.00	$ 8,912.55	49.88 hrs
Cameras	$ 22,991.34	$ 2,800.00	$25,791.34	37 hrs
Base Storage Infrastructure	$ 25,310.65	$ 1,200.00	$26,510.65	16 hrs
Pro-rated Storage	$ 3,517.74	$ 1,800.00	$ 5,317.74	24 hrs
Total Cost - Admin Bldg	$56,991.28	$9,541.00	$66,532.28	126.88 hrs
2. Southwest Campus				
Video Management System	$6,747.17	$5,287.50	$12,034.67	70.5 hrs
Cameras	$ 35,270.73	$4,500.00	$ 39,770.73	60 hrs
Pro-rated Storage	$6,822.88	$ 2,000.00	$8,822.88	28 hrs
Total Cost - SW Campus	$ 48,840.78	$ 11,787.50	$60,628.28	158.5 hrs
District Total - Oakland Schools	$105,832.06	$ 21,328.50	$127,160.56	282.38 hrs

3. Royal Oak Schools

1. Royal Oak High School

Video Management System	$8,063.69	$5,587.50	$13,651.19	74.5 hrs
Cameras	$32,781.41	$4,125.00	$36,906.41	55 hrs
Pro-rated Storage	$ 7,888.27	$2,400.00	$10,288.27	32 hrs
Total Cost - ROHS	$48,733.37	$12,112.50	$60,845.87	161.5 hrs

4. Clawson Public Schools

1. Clawson High School

Video Management System	$3,949.56	$3,862.50	$7,812.06	51.5 hrs
Cameras	$15,022.75	$2,250.00	$17,272.75	30 hrs
Pro-rated Storage	$3,133.99	$1,800.00	$4,933.99	24 hrs
Total Cost-CHS	$ 22,106.30	$7,912.50	$30,018.80	105.5 hrs

MANDATORY ALTERNATES

Mandatory Alternate No. 1: Provide all hardware, software, services and licensing to integrate Oakland Schools' existing video surveillance systems into the new proposed video surveillance system. Refer to Section 16760, paragraph "INTEGRATION OF EXISTING VIDEO SURVEILLANCE SYSTEMS (ALTERNATE)" for detailed requirements.

Add/Deduct Add: Seven Thousand Five Hundred - Seventy and 13/100

_____ Dollars ($ 7,570.13).

VOLUNTARY ALTERNATES

Voluntary Alternate No. 1: _____

Add/Deduct _____

_____ Dollars ($_____).

Voluntary Alternate No. 2: _____

Add/Deduct _____

_____ Dollars ($_____).

Voluntary Alternate No. 3: _____

Add/Deduct _____

_____ Dollars ($_____).

UNIT PRICES

The Contractor proposes Unit Prices in accordance with the following schedule. Said unit prices shall include all charges for labor, materials and equipment, overhead and profit, general conditions, supervision, insurance, applicable taxes and incidental expenses.

Said unit prices shall be applicable to the pricing of additions to, or deletions from, the work indicated in the Contract Documents.

Section 16760 – Video Surveillance System

UP No. 1: Cost to provide and install one (1) interior fixed video surveillance camera as specified. Include camera, lens, dome, mount and VMS camera license. Do not include data cabling costs.

	ADD	DEDUCT	MANUFACTURER
Ceiling Mount Flush	$ 1,123.56	$	AXIS
Wall Arm Mount	$ Not Required	$	
Corner Mount	$ Not Required	$	

UP No. 2: Cost to provide and install one (1) exterior fixed video surveillance camera as specified. Include camera, lens, dome, mount and VMS camera license. Do not include data cabling cost.

PLEASE SEE ACCOMPANYING SHEET FOR ADDITIONAL CAMERAS LISTINGS

	ADD	DEDUCT	MANUFACTURER
Ceiling Mount Flush	$ 1,404.23	$	Axis P3346-VE
Wall Arm Mount	$ 1,519.53	$	Axis P3346-VE
Corner Mount	$ 1,586.22	$	Axis P3346-VE

UP No. 3: Cost to provide one (1) VMS camera license for an existing camera.

ADD	DEDUCT	MANUFACTURER
$ 261.63	$	Milestone

UP No. 4: Cost to provide and install one (1) secondary viewing workstation client as specified. Include all software and licensing complete.

Milestone provides client licenses at no charge. Cost reflects ROK labor services to install & set-up software on client workstation

ADD	DEDUCT	MANUFACTURER
$ 150.00	$	Milestone

UP No. 5: Cost to provide one (1) mobile client license as specified. Include all software and licensing complete.

Milestone provides client licenses at no charge. Cost reflects ROK labor services to install & set-up software on client workstation

ADD	DEDUCT	MANUFACTURER
$ 150.00	$	Milestone

UP No. 6: Cost to provide, install and program one (1) video management system on Owner-provided virtual or physical servers. Include all hardware, software and programming complete. (Do not include video storage hardware.)

Cost reflects Milestone VMS software & ROK labor services to install and configure server software on owner provided VM servers with VM software.

ADD	DEDUCT	MANUFACTURER
$ 41,327.00	$	Milestone

UP No. 7: Cost to provide, install and program redundant usable storage as specified. Include all hardware, software and programming complete (do not include the video management system).

Proposed costs reflect additional storage shelf and raw hard drive storage. This is not a redundant solution. Cost is based on acceptance of solution as part of base contract.

	ADD	DEDUCT	MANUFACTURER
25 TB	$ 10,238.60	$	HP
50 TB	$ 19,405.56	$	HP
100 TB	$ 32,836.45	$	HP

Unit Pricing Continued: Pricing listed below is the same for the "Extended Unit Pricing" reply.

EUP No. 2: Cost to provide and install one (1) exterior fixed video surveillance camera as specified. Include camera, lens, dome, mount and VMS camera license. Do not include data cabling cost.

	ADD	DEDUCT	MANUFACTURER
Ceiling Mount Flush	$1,619.52		Axis P3367-VE
Wall Arm Mount	$1,694.82		Axis P3367-VE
Corner Mount	$1,761.51		Axis P3367-VE
Ceiling Mount Flush	NA		Panasonic WV-NW502S
Wall Arm Mount	$2,105.38		Panasonic WV-NW502S
Corner Mount	$2,105.38		Panasonic WV-NW502S

EXTENDED UNIT PRICES

The Contractor proposes Extended Unit Prices in accordance with the following schedule. Extended unit prices shall include all charges for labor, materials, and equipment, overhead, profit, inflation, escalation, general conditions, supervision, insurance, applicable taxes and incidental expenses.

EUP No. 1: Cost to provide and install one (1) interior fixed video surveillance camera as specified. Include camera, lens, dome, mount and VMS camera license. Do not include data cabling costs.

	ADD	DEDUCT	MANUFACTURER
Ceiling Mount Flush	$ 1,123.56	$	Axis P3364-V
Wall Arm Mount	$ Not Required	$	
Corner Mount	$ Not Required	$	

EUP No. 2: Cost to provide and install one (1) exterior fixed video surveillance camera as specified. Include camera, lens, dome, mount and VMS camera license. Do not include data cabling cost.

PLEASE SEE ACCOMPANYING SHEET FOR ADDITIONAL CAMERA LISTINGS

	ADD	DEDUCT	MANUFACTURER
Ceiling Mount Flush	$ 1,404.23	$	Axis P3346-VE
Wall Arm Mount	$ 1,519.53	$	Axis P3346-VE
Corner Mount	$ 1,586.22	$	Axis P3346-VE

EUP No. 3: Cost to provide one (1) VMS camera license for an existing camera.

ADD	DEDUCT	MANUFACTURER
$ 261.63	$	Milestone

EUP No. 4: Cost to provide and install one (1) secondary viewing workstation client as specified. Include all software and licensing complete.

Milestone provides client licenses at no charge. Cost reflects ROK labors services to install & set-up software on client workstation

ADD	DEDUCT	MANUFACTURER
$ 180.00	$	Milestone

EUP No. 5: Cost to provide one (1) mobile client license as specified. Include all software and licensing complete.

Milestone provides client licenses at no charge. Cost reflects ROK labor services to install & set-up software on client workstation

ADD	DEDUCT	MANUFACTURER
$ 180.00	$	Milestone

EUP No. 6: Cost to provide, install and program one (1) video management system on Owner-provided virtual or physical servers. Include all hardware, software and programming complete. (Do not include video storage hardware.)

Cost reflects Milestone VMS and ROK labor services to install and configure server software on owner provided VM server with VM software.

ADD	DEDUCT	MANUFACTURER
$ 41,327.00	$	Milestone

EUP No. 7: Cost to provide, install and program redundant usable storage as specified. Include all hardware, software and programming complete (do not include the video management system).

		ADD	DEDUCT	MANUFACTURER
Proposed costs reflects additional storage shelf and raw hard drive storage. This is not a redundant solution. Cost reflects a labor services to return to owner site after completion of project.	25 TB	$ 10,638.60	$	
	50 TB	$ 19,805.56	$	
	100 TB	$ 33,236.45	$	

TAXES

Installation services for the tangible personal property purchased by the Owner are not subject to sales taxation. Moreover, the Owner is exempt from taxation on all tangible personal property purchase by the Owner for its use and consumption; however this exemption would not apply to any materials required under the Contract Documents that are deemed to be a component of a construction/improvement project to the Owner's facilities. All prices submitted on the Bid Form shall be inclusive of all applicable taxes.

ADDENDA

The undersigned acknowledges the receipt of the following addenda:

Addendum No. 1	Dated 2/13/2013	Addendum No.		Dated	
Addendum No. 2	Dated 2/15/2013	Addendum No.		Dated	
Addendum No.	Dated	Addendum No.		Dated	

TIME OF COMPLETION

The undersigned agrees to substantially complete the project by May 31, 2013:

WITHDRAWAL OF PROPOSAL

The undersigned agrees that its Proposal shall not be withdrawn for a period of ninety (90) days after the date set for receipt of Proposals.

NON-COLLUSION

The undersigned certifies that the Proposal has not been prepared in collusion with any other Contractor and that the prices, discounts, terms and conditions thereof have not been directly or indirectly communicated by or on behalf of the Contractor to any such person other than the recipient of such Proposal, and will not be communicated to any such person prior to the official opening of said Proposal. The undersigned fully understands that no premiums, rebates, or gratuities are permitted either with, prior to or after signing the Contract.

This certification may be treated as if it were a sworn statement made under oath, and is made subject to the provisions of 18 U. S. C., 1001, relating to the making of false statements.

SIGNATURE AND LEGAL STATUS OF BIDDER

Signed and sealed this 26th day of February, 2013.

Corporation
(Individual, Partnership, Corporation)

Michigan
State of Incorporation

Affix Corporate Seal

By: Scott Meuser
(Authorized Signature of Bidder)

Scott Meuser
(Print or Type Name of Bidder)

Account Executive
Title

6350 Jupiter Ave., Ste 100, Belmont, MI 49306
Business Address

ScottM@rok-systems.com
E-mail

Instructions: Submit one (1) original and two (2) copies to the Owner and retain one (1) copy for the Contractor's records. Clearly label each copy submitted as either "original" or "copy".

END OF PROPOSAL FORM

ROK Systems Inc
Vision Intelligently Applied

Oakland Schools
Video Security System
Base Bid

Qty	Part Number	Description	Item Price	Extended Price	Labor Hrs Per Unit	Total Labor Unit Hrs	
Admistration Building Video System							
1	XPEBL	Milestone Xprotect Enterprise Base License	$939.88	$939.88	8.00	8.00	
1	Y2XPEBL	Milestone Two Year Enterprise Base License Software Support	$282.11	$282.11		0.00	
24	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$3,035.45	0.25	6.00	
24	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$914.11		0.00	
7	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$7,204.75	1.00	7.00	
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96	1.00	1.00	
10	0465-001	Axis P3354 1MP/720P Indoor Dome IP Camera	$545.68	$5,456.75	0.50	5.00	
2	0369-001	Axis P3346 3MP Indoor Dome IP Camera	$748.36	$1,496.73	0.50	1.00	
4	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$4,485.00	1.50	6.00	
3	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$251.82			
5	5502-321	Axis Pendant Mount Kit for P3367VE Cameras	$41.39	$206.94	1.00	5.00	
8	PP351	Pelco Roof Top Parapet Mount for NW502	$343.85	$2,750.80	1.00	8.00	
4	PS484S	Panasonic Outdoor Weather Shroud for NW502 Camera	$58.65	$234.60	0.50	2.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Server/Storage	Base Server/Storage HP Solution	$25,310.65	$25,310.65	16.00	16.00	
1	Server/Storage	Server and Storage Approx Calculation Portion for Admin Sys	$3,517.74	$3,517.74	12.00	12.00	
1	MISC	Miscellaneous Parts & Material	$25.00	$25.00	5.88	21.88	
		Sub Totals		$57,016.28		126.88	$66,532.28
Southwest Campus Video System							
41	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$5,185.56	0.25	10.25	
41	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$1,561.61		0.00	
13	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$13,380.25	1.00	13.00	
9	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$904.48	$8,140.28	1.00	9.00	
1	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$1,121.25	1.50	1.50	
18	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$11,219.19	1.00	18.00	
1	PP351	Pelco Roof Top Parapet Mount for NW502	$343.85	$343.85	2.00	2.00	
1	PS484S	Panasonic Outdoor Weather Shroud for NW502 Camera	$58.65	$58.65	0.50	0.50	
12	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$1,007.26	1.50	18.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Server/Storage	Server and Storage Approx Calculation Portion for SW Campus Sys	$6,822.88	$6,822.88	58.25	58.25	
		Sub Totals		$48,840.78		158.50	$60,628.42

Royal Oak High School Video System

49	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$6,197.37	0.25	12.25	
49	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$1,866.31		0.00	
44	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$27,424.69	1.00	44.00	
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96	1.00	1.00	
4	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$4,117.00	1.00	4.00	
4	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$335.75	1.50	6.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Server/Storage	Server and Storage Approx Calculation Portion for Admin Sys	$788.27	$7,888.27	66.25	66.25	
		Sub Totals		$48,733.36		161.50	$60,845.86

Clawson High School Video System

24	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$3,035.45	0.25	6.00	
24	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$914.11		0.00	
9	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$9,263.25	1.00	9.00	
6	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$5,423.75	1.00	6.00	
4	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$335.75	1.00	4.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			6.00	6.00	
1	Server/Storage	Server and Storage Approx Calculation Portion for SW Campus Sys	$3,133.99	$3,133.99	58.50	58.50	
		Sub Totals		$22,106.30		105.50	$30,018.80

		PROJECT GRAND TOTALS		$176,696.72			$218,025.36

		OPTIONAL SPARES EQUIPMENT		
1	5502-781	Drop ceiling kit for P33 indoor cameras	$58.64	$58.64
1	5013-111	Axis T90A111 IR Illuminator 46' Ranage	$388.70	$388.70
1	5013-661	Axis T90A66 Pole Mount Adapter for IR Illuminator	$76.92	$76.92
1	5013-631	Axis T90A63 Wall Mount Bracket for IR Illuminator	$33.71	$33.71
1	5017-641	Axis T91A64 Corner Mount Adapter for Wall Mount Kit	$66.69	$66.69
1	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$1,029.25
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96
1	0465-001	Axis P3354 1MP/720P Indoor Dome IP Camera	$545.68	$545.68
1	0369-001	Axis P3346 3MP Indoor Dome IP Camera	$748.36	$748.36
1	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$1,121.25
1	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$623.29

		MANDATORY ALTERNATE - NE TECH CTR & SUMMIT INTEGRATION					
27	XPECL	Milestone Xprotect Enterprise Camera License	$201.08	$5,429.09	0.25	6.75	
27	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$60.55	$1,634.78		0.00	
		Sub Totals		$7,063.88		6.75	$7,570.13

QTY	Part Number	Description	Unit Price	Extended
5	507168-B21	HP ProLiant DL180 G6 Server - REMC	$4,242.33	$21,211.65
	590609-L21	Quad-Core Intel® Xeon® Processor E5620		
	500670-4GB	HP 4GB PC3-10600E 2x2GB 2Rank Memory		
	590609-B21	Quad-Core Intel® Xeon® Processor E5620		
	500670-4GB	HP 4GB PC3-10600E 2x2GB 2Rank Memory		
		Embedded SATA Controller		
	572532-B21	HP P410 with 1G Flash Back Cache Array Controller		
	506928-B21	HP 12-Bay Drive Cage		
	488234-B21	HP Rear 2-Bay LFF Hard Drive Kit		
	516816-B21	4 - HP 450GB 6G 3.5 SAS 15k Dual Port Hard Drive		
		HP NC362i Integrated Dual Port Gigabit Server Adapter		
	512327-2PS	2 - HP 750W Common Slot Gold Power Supplies		
	516009-B21	HP Redundant Fan Kit		
	AF556A-XX2	2 - HP 1.83m 10A C13-UL US Power Cords		
		HP Lights-Out 100i Remote Management		
		Protected by HP Services, 3-Year Next Day Part Replacement		
5	UH277E	HP Care Pack, 5 Years, Next Business Day, Hardware, ProLiant DL18x - REMC	$624.80	$3,124.00
45	628059-B21	HP 3TB 3G SATA 7.2K rpm LFF (3.5-inch) Midline 1yr Warranty Hard Drive - REMC	$473.77	$21,319.65
5	SRVR	Microsoft Windows Server Standard License	$195.00	$975.00
		Server/Storage Base System Total:	**$46,630.30**	

Ordering Instructions:

Make Purchase Order To:

Hewlett Packard
10810 Farnum Dr
Omaha, NE 68154

Ship To:

ROK Systems, Inc
6350 Jupiter Ave NE STE 100
Belmont, MI 49306
Attn: Kyle

Please Include:

Part Numbers & Pricing (see attached will work)
Contract: MI - REMC (WSCA/NASPO)
Location ID: 10217679
Tax ID
Signature

Fax/Email PO To:

Fax: 616-532-8292 - ATTN: Kyle Pett
Email: kylep@rok-system.com

QTY	Part Number	Description	Unit Price	Extended
1	572531-B21	HP P411 with 1G Flash Back Cache - REMC	$597.87	$597.87
1	AJ940A	HP Storage D2600 Disk Enclosure - REMC	$2,719.20	$2,719.20
9	628059-B21	HP 3TB 3G SATA 7.2K rpm LFF (3.5-inch) Midline 1yr Warranty Hard Drive - REMC	$473.77	$4,263.93
1	UQ551E	HP 5 year 4 hour 24x7 D2000 Enclosure Hardware Support	$2,657.60	$2,657.60
		Unit Pricing 25TB Expansion Total:	**$10,238.60**	

Ordering Instructions:

Make Purchase Order To:

Hewlett Packard
10810 Farnum Dr
Omaha, NE 68154

Ship To:

ROK Systems, Inc
6350 Jupiter Ave NE STE 100
Belmont, MI 49306
Attn: Kyle

Please Include:

Part Numbers & Pricing (see attached will work)
Contract: MI - REMC (WSCA/NASPO)
Location ID: 10217679
Tax ID
Signature

Fax/Email PO To:

Fax: 616-532-8292 - ATTN: Kyle Pett
Email: kylep@rok-system.com

QTY	Part Number	Description	Unit Price	Extended
1	572531-B21	HP P411 with 1G Flash Back Cache - REMC	$597.87	$597.87
2	AJ940A	HP Storage D2600 Disk Enclosure - REMC	$2,719.20	$5,438.40
17	628059-B21	HP 3TB 3G SATA 7.2K rpm LFF (3.5-inch) Midline 1yr Warranty Hard Drive - REMC	$473.77	$8,054.09
2	UQ551E	HP 5 year 4 hour 24x7 D2000 Enclosure Hardware Support	$2,657.60	$5,315.20
		Unit Pricing 50TB Expansion Total:	**$19,405.56**	

Ordering Instructions:

Make Purchase Order To:

Hewlett Packard
10810 Farnum Dr
Omaha, NE 68154

Ship To:

ROK Systems, Inc
6350 Jupiter Ave NE STE 100
Belmont, MI 49306
Attn: Kyle

Please Include:

Part Numbers & Pricing (see attached will work)
Contract: MI - REMC (WSCA/NASPO)
Location ID: 10217679
Tax ID
Signature

Fax/Email PO To:

Fax: 616-532-8292 - ATTN: Kyle Pett
Email: kylep@rok-system.com

QTY	Part Number	Description	Unit Price	Extended
1	572531-B21	HP P411 with 1G Flash Back Cache - REMC	$597.87	$597.87
3	AJ940A	HP Storage D2600 Disk Enclosure - REMC	$2,719.20	$8,157.60
34	628059-B21	HP 3TB 3G SATA 7.2K rpm LFF (3.5-inch) Midline 1yr Warranty Hard Drive - REMC	$473.77	$16,108.18
3	UQ551E	HP 5 year 4 hour 24x7 D2000 Enclosure Hardware Support	$2,657.60	$7,972.80
		Unit Pricing 100TB Expansion Total:	**$32,836.45**	

Ordering Instructions:

Make Purchase Order To:

Hewlett Packard
10810 Farnum Dr
Omaha, NE 68154

Ship To:

ROK Systems, Inc
6350 Jupiter Ave NE STE 100
Belmont, MI 49306
Attn: Kyle

Please Include:

Part Numbers & Pricing (see attached will work)
Contract: MI - REMC (WSCA/NASPO)
Location ID: 10217679
Tax ID
Signature

Fax/Email PO To:

Fax: 616-532-8292 - ATTN: Kyle Pett
Email: kylep@rok-system.com

ROK Systems Inc
Vision Intelligently Applied

Oakland Schools
Video Security System
Base Bid

Qty	Part Number	Description	Item Price	Extended Price	Labor Hrs Per Unit	Total Labor Unit Hrs	
Admistration Building Video System							
1	XPEBL	Milestone Xprotect Enterprise Base License	$939.88	$939.88	8.00	8.00	
1	Y2XPEBL	Milestone Two Year Enterprise Base License Software Support	$282.11	$282.11		0.00	
24	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$3,035.45	0.25	6.00	
24	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$914.11		0.00	
7	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$7,204.75	1.00	7.00	
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96	1.00	1.00	
10	0465-001	Axis P3354 1MP/720P Indoor Dome IP Camera	$545.68	$5,456.75	0.50	5.00	
2	0369-001	Axis P3346 3MP Indoor Dome IP Camera	$748.36	$1,496.73	0.50	1.00	
4	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$4,485.00	1.50	6.00	
3	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$251.82			
5	5502-321	Axis Pendant Mount Kit for P3367VE Cameras	$41.39	$206.94	1.00	5.00	
8	PP351	Pelco Roof Top Parapet Mount for NW502	$343.85	$2,750.80	1.00	8.00	
4	PS484S	Panasonic Outdoor Weather Shroud for NW502 Camera	$58.65	$234.60	0.50	2.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Server/Storage	Base Server/Storage HP Solution	$25,310.65	$25,310.65	16.00	16.00	
1	Storage	Storage Approx Calculation Portion for Admin Sys	$3,517.74	$3,517.74	12.00	12.00	
1	MISC	Miscellaneous Parts & Material	$25.00	$25.00	5.88	21.88	
		Sub Totals		$57,016.28		126.88	$66,532.28
Southwest Campus Video System							
41	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$5,185.56	0.25	10.25	
41	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$1,561.61		0.00	
13	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$13,380.25	1.00	13.00	
9	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$8,135.64	1.00	9.00	
1	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$1,121.25	1.50	1.50	
18	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$11,219.19	1.00	18.00	
1	PP351	Pelco Roof Top Parapet Mount for NW502	$343.85	$343.85	2.00	2.00	
1	PS484S	Panasonic Outdoor Weather Shroud for NW502 Camera	$58.65	$58.65	0.50	0.50	
12	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$1,007.26	1.50	18.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Storage	Storage Approx Calculation Portion for SW Campus Sys	$6,822.88	$6,822.88	58.25	58.25	
		Sub Totals		$48,836.14		158.50	$60,623.79

Royal Oak High School Video System

49	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$6,197.37	0.25	12.25	
49	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$1,866.31		0.00	
44	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$27,424.69	1.00	44.00	
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96	1.00	1.00	
4	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$4,117.00	1.00	4.00	
4	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$335.75	1.50	6.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			12.00	12.00	
1	Storage	Storage Approx Calculation Portion for Admin Sys	$7,888.27	$7,888.27	66.25	66.25	
		Sub Totals		$48,733.36		161.50	$60,845.86

Clawson High School Video System

24	XPECL	Milestone Xprotect Enterprise Camera License	$126.48	$3,035.45	0.25	6.00	
24	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$38.09	$914.11		0.00	
9	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$9,263.25	1.00	9.00	
6	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$5,423.75	1.00	6.00	
4	5017-611	Axis Wall Mount Kits for P3367VEW Cameras	$83.94	$335.75	1.00	4.00	
1	Training	Training Hours			16.00	16.00	
1	Travel	Travel Hours			6.00	6.00	
1	Storage	Storage Approx Calculation Portion for SW Campus Sys	$3,133.99	$3,133.99	58.50	58.50	
		Sub Totals		$22,106.30		105.50	$30,018.80

		PROJECT GRAND TOTALS		$176,692.08	$218,020.73

		OPTIONAL SPARES EQUIPMENT		
1	5502-781	Drop ceiling kit for P33 indoor cameras	$58.64	$58.64
1	5013-111	Axis T90A111 IR Illuminator 46' Ranage	$388.70	$388.70
1	5013-661	Axis T90A66 Pole Mount Adapter for IR Illuminator	$76.92	$76.92
1	5013-631	Axis T90A63 Wall Mount Bracket for IR Illuminator	$33.71	$33.71
1	5017-641	Axis T91A64 Corner Mount Adapter for Wall Mount Kit	$66.69	$66.69
1	0407-001	Axis P3367-VE 5MP Outdoor Dome IP Camera	$1,029.25	$1,029.25
1	0371-001	Axis P3346-VE 3MP Outdoor Dome IP Camera	$903.96	$903.96
1	0465-001	Axis P3354 1MP/720P Indoor Dome IP Camera	$545.68	$545.68
1	0369-001	Axis P3346 3MP Indoor Dome IP Camera	$748.36	$748.36
1	WV-NW502S15	Panasonic 3MP Outdoor Dome IP Camera w/15-55mm lens	$1,121.25	$1,121.25
1	0370-001	Axis P3364-V 1MP/720P Indoor Dome IP Camera	$623.29	$623.29

		MANDATORY ALTERNATE - NE TECH CTR & SUMMIT INTEGRATION					
27	XPECL	Milestone Xprotect Enterprise Camera License	$201.08	$5,429.09	0.25	6.75	
27	Y2XPECL	Milestone Two Year Enterprise Camera License Support	$60.55	$1,634.78		0.00	
		Sub Totals		$7,063.88		6.75	$7,570.13

Downloading History / Vendor Activity Report

The information below provides vendor activity for solicitation number **RFP-13-0019 Video Surveillance System** posted by Oa
button below to change the type of information you are viewing (received a notice vs. accessed attachments).

	Solicitation Information
Document Title:	Oakland Schools RFP 13-0019 Video Surveillance System
Date Issued:	02/05/2013
Deadline:	02/26/2013 prior to 2:00 PM E.S.T.
Specification Attachments:	Click Here for Details 11 Files
Addendum Attachments:	Click Here for Details 3 Issued (Includes 11 Files)

Show All Companies That Accessed Attachments or Received a Notice (181 Companies)

You are currently viewing only companies that accessed attachments to this solicitation (including addenda), whether they rece
button above.

Company Information (links show company information)	Specification Documen
Abel Electronics Inc. Main Contact: Mark Monarch, 586-777-8232 Bid Signer: Robert Splane, 586-777-8232 Location: St Clair Shores, MI Account Type: E-mail Service	Viewed Files: 11 of 1' Details
Actron Integrated Security Systems, Inc Main Contact: Richard Ruddell, 313-383-0770 Bid Signer: Richard Ruddell, 313-350-0901 Location: Lincoln Park, MI Account Type: E-mail Service	Viewed Files: 0 of 11 Details
Advanced Satellite / A.S.C. Security Main Contact: Marilyn Miller, 734-793-1424 Bid Signer: Gus Semaan, 734-793-1414 Location: Livonia, MI Account Type: E-mail Service	Viewed Files: 10 of 1' Details

ANYNETWORK.COM,LLC
Main Contact: LARRY MOSS, 810-986-0945
Bid Signer: LARRY MOSS, 810-986-0945
Location: BRIGHTON, MI
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

B&H Foto & Electronics corp
Main Contact: Eric Berkowitz, 212-239-7500
Bid Signer: Nathan Hirschman, 212-239-7500
Location: New York, NY
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

Broadband Wireless Networks
Main Contact: Ben Ockers, 909-816-8629
Bid Signer: Ben Ockers, 909-816-8629
Location: Lorain, OH
Account Type: E-mail Service
Viewed Files: 10 of 1'
Details

CAMTRONICS COMMUNICATION CO.
Main Contact: Mark Wellman, 313-538-1780
Bid Signer: Mark Wellman, 313-538-1780
Location: DETROIT, MI
Account Type: E-mail Service
Viewed Files: 3 of 11
Details

Cedroni Associates Inc.
Main Contact: Richard Cedroni, 586-254-7778
Bid Signer: Richard Cedroni, 586-254-7778
Location: Utica, MI
Account Type: E-mail Service
Viewed Files: 11 of 1'
Details

Cedroni Associates Inc.
Main Contact: Richard Cedroni, 586-254-7778
Bid Signer: Richard Cedroni, 586-254-7778
Location: Utica, MI
Account Type: E-mail Service
Viewed Files: 11 of 1'
Details

Close Quarters Tactical, LLC
Main Contact: Al Dustan II, 586-726-4730
Bid Signer: Al Dustan II, 586-726-4730
Location: Shelby twp, MI
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

Communications Professionals, Inc.
Main Contact: Andrew Wallace, 248-557-0100
Bid Signer: Andrew Wallace, 248-557-0100
Location: Farmington Hills, MI
Account Type: E-mail Service
Viewed Files: 8 of 11
Details

Complete Communications, Inc.
Viewed Files: 3 of 11

Main Contact: Gordon Zysk, 586-439-2000
Bid Signer: Gordon Zysk, 586-439-2000
Location: Clinton Twp., MI
Account Type: Search Only Access

Details

Compulan Center Inc

Main Contact: Sandy Lee, 972-247-1203
Bid Signer: Sandy Lee, 972-247-1203
Location: Dallas, TX
Account Type: Search Only Access

Viewed Files: 2 of 11
Details

Convergint Technologies LLC

Main Contact: Scott Schweizer, 734-781-5768
Bid Signer: Greg Kubacki, 847-585-8820
Location: Brighton, MI
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

Datanet Systems, Inc.

Main Contact: Robert Gutkowski, 734-367-9000
Bid Signer: Sandi, 734-367-9000
Location: Livonia, MI
Account Type: E-mail Service

Viewed Files: 1 of 11
Details

Dave's Electric Services, Inc.

Main Contact: David Woodward, 248-618-6900
Bid Signer: David Woodward, 248-618-6900
Location: Waterford, MI
Account Type: E-mail Service

Viewed Files: 1 of 11
Details

Education Intelligence, Inc.

Main Contact: Aaron Chadwick, 615-568-5007
Location: Nashville, TN
Account Type: Search Only Access

Viewed Files: 1 of 11
Details

Eye Watch America LLC

Main Contact: Adam Amon, 248-789-5631
Bid Signer: Les Amon, 248-789-5631
Location: Davison, MI
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

F E Moran Alarm & Monitoring

Main Contact: Greg Fry, 586-296-4317
Bid Signer: Greg Fry, 586-296-4317
Location: Fraser, MI
Account Type: Search Only Access

Viewed Files: 10 of 1'
Details

Flint-Genesee Regional Chamber of Commerce

Main Contact: Dustin Frigy, 810-600-1432
Bid Signer: Dustin Frigy, 810-600-1432

Viewed Files: 1 of 11
Details

Location: Flint, MI
Account Type: Search Only Access

Great Lakes Wire & Cable, Inc.
Main Contact: Edward Murray, 586-977-3826
Bid Signer: Edward Murray, 586-977-3826
Location: Warren, MI
Account Type: E-mail Service
Viewed Files: 7 of 11
Details

Heinemann & Co., Inc.
Main Contact: David Heinemann, 917-842-8758
Bid Signer: David Heinemann, 917-842-8758
Location: Reston, VA
Account Type: Search Only Access
Viewed Files: 2 of 11
Details

Huffmaster Crisis Response
Main Contact: Jennifer St. John, 800-446-1515
Bid Signer: Peter Johnson, 800-466-1515 ext:#147
Location: Troy, MI
Account Type: Search Only Access
Viewed Files: 6 of 11
Details

I.COMM
Main Contact: Fred Shuart, 248-960-3700
Bid Signer: Fred Shuart, 248-960-3700
Location: Wixom, MI
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

Infinite Technologies LLC
Main Contact: Harold Lasenby, 313-832-1400
Bid Signer: Rose Jax, 313-832-2140
Location: Detroit, MI
Account Type: E-mail Service
Viewed Files: 0 of 11
Details

International Controls & Equipment
Main Contact: Thomas Bushe, 586-791-5400
Bid Signer: Thomas Bushe, 586-791-5400
Location: Clinton Township, MI
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

Interstate Security Inc.
Main Contact: Rick Mooney, 586-412-1202
Bid Signer: Rick Mooney, 586-412-1202
Location: Shelby Twp., MI
Account Type: E-mail Service
Viewed Files: 0 of 11
Details

Knight Watch Inc.
Main Contact: Kevin Riess, 269-381-2100
Bid Signer: Kevin Riess, 269-381-2100
Location: Kalamazoo, MI
Viewed Files: 11 of 1'
Details

Account Type: Search Only Access

Mark J Perlmutter

Main Contact: Mark Perlmutter, 858-586-0111
Bid Signer: Mark Perlmutter, 858-586-0111
Location: San Diego, CA
Account Type: Search Only Access

Viewed Files: 1 of 11
Details

MediaSolv Solutions Corp

Main Contact: Tom Hessen, 571-748-5100
Bid Signer: Jim Weaver, 571-748-5100 ext:#101
Location: Herndon, VA
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

Michigan Solar Solutions Corp

Main Contact: Randy Arnold, 248-755-8516
Bid Signer: Randy Arnold, 248-755-8516
Location: Commerce Twp, MI
Account Type: Search Only Access

Viewed Files: 11 of 1'
Details

Micro Wise, Inc.

Main Contact: Chuck Fedraw, 248-350-0066
Bid Signer: Raj Jaggi, 248-350-0066
Location: Southfield, MI
Account Type: Search Only Access

Viewed Files: 1 of 11
Details

Motor City Electric Technologies, Inc.

Main Contact: Rene Edwards, 313-957-3433
Bid Signer: Dave Krausman, 313-957-3459
Location: Detroit, MI
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

Multi-Communications Systems, Inc.

Main Contact: Antonio Ervin , 248-478-5256
Bid Signer: Antonio Ervin , 248-478-5256
Location: Livonia, MI
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

Netech Corporation

Main Contact: Jeremy Scott, 248-773-0450
Bid Signer: Jeremy Scott, 248-773-0450
Location: Novi, MI
Account Type: E-mail Service

Viewed Files: 11 of 1'
Details

Paradigm 2000 Inc.

Main Contact: Lester Lewis, 313-259-2020
Bid Signer: Marcus Lewis, 313-259-2020
Location: Detroit, MI
Account Type: E-mail Service

Viewed Files: 4 of 11
Details

PCT Security, LLC
Main Contact: Richard Shaffer, 888-567-3287
Bid Signer: David Janicki, 888-567-3287
Location: Clinton Township, MI
Account Type: E-mail Service
Viewed Files: 11 of 1
Details

Pentegra Systems
Main Contact: John Barclay, 630-941-6000
Bid Signer: John Barclay, 708-941-6000 ext:#176
Location: Elmhurst, IL
Account Type: E-mail Service
Viewed Files: 1 of 11
Details

Profesional Communicatoins Services Inc.
Main Contact: Kevin McKaughlin, 517-788-7900
Bid Signer: Kevin McLaughlin, 517-788-7900
Location: Jackson, MI
Account Type: Search Only Access
Viewed Files: 11 of 1
Details

ProVideo Systems, Inc.
Main Contact: Leslie Rayle, 419-874-2850
Bid Signer: Leslie Rayle, 419-874-2850
Location: Perrysburg, OH
Account Type: E-mail Service
Viewed Files: 6 of 11
Details

Reliable Supply
Main Contact: Sherry Ramer, 970-270-9451
Bid Signer: Sherry Ramer, 970-270-9451
Location: Grand Junction, CO
Account Type: Search Only Access
Viewed Files: 1 of 11
Details

ROK Systems, LLC
Main Contact: Scott Kohsel, 616-532-7995
Bid Signer: Scott Kohsel, 616-532-7995
Location: Belmont, MI
Account Type: E-mail Service
Viewed Files: 0 of 11
Details

Rose Mobile Computer Repair LLC
Main Contact: Adam Rosenman, 248-972-6241
Bid Signer: Adam Rosenman, 248-972-6241 ext:#1
Location: Bloomfield Hills, MI
Account Type: E-mail Service
Viewed Files: 11 of 1
Details

Safety Systems, Inc.
Main Contact: Mike Harley, 517-782-9463
Bid Signer: Kurt Scott, 517-782-9463
Location: Jackson, MI
Account Type: E-mail Service
Viewed Files: 1 of 11
Details

Security Designs Inc.
Viewed Files: 11 of 1

Main Contact: Robert Lipinski, 734-421-0077
Bid Signer: Robert Lipinski, 734-421-0077
Location: Livonia, MI
Account Type: E-mail Service
Details

Selectronics Limited, Inc.
Main Contact: Anthony Del Duco, 248-738-1200
Bid Signer: Anthony Del Duco, 248-738-1200
Location: Waterford, MI
Account Type: E-mail Service
Viewed Files: 2 of 11
Details

Shaw Electric Company
Main Contact: Kevin Bielski, 248-228-2000
Bid Signer: Mr. Robert Minielly, 248-228-2000
Location: Southfield, MI
Account Type: E-mail Service
Viewed Files: 1 of 11
Details

SMS Group Acquisition Corp DBA SMS proTECH
Main Contact: Jaydee Denson, 937-494-2230
Bid Signer: Jeff Boate, 937-498-7080
Location: Sidney, OH
Account Type: E-mail Service
Viewed Files: 0 of 11
Details

Spiritech , Inc.
Main Contact: Courtney Tozzi, 586-779-0433
Bid Signer: Jeff Helberg, 586-779-0433
Location: Warren, MI
Account Type: E-mail Service
Viewed Files: 11 of 1
Details

Stanley Alarm Systems DBA Solucient Security
Main Contact: Jim Hine, 989-509-5163
Bid Signer: James Hine, 989-509-5163
Location: Bay City, MI
Account Type: E-mail Service
Viewed Files: 11 of 1
Details

Stratus Security Management Inc.
Main Contact: Brandon Pierce, 313-837-7000
Bid Signer: Brandon Pierce, 313-837-7000
Location: Detroit, MI
Account Type: E-mail Service
Viewed Files: 1 of 11
Details

SunRise Developers LLC
Main Contact: Cedric Townsel, 248-703-0714
Bid Signer: Cedric Townsel, 248-703-0714
Location: Troy, MI
Account Type: Search Only Access
Viewed Files: 1 of 11
Details

SuperBiiz
Main Contact: Andrew Cooling, 408-934-2591
Viewed Files: 2 of 11
Details

Bid Signer: Andrew Cooling, 408-934-2591
Location: San Jose, CA
Account Type: Search Only Access

TH Builders
Main Contact: Tomas Hernandez, 888-444-4444
Bid Signer: Tomas Hernandez, 888-444-4444
Location: Detroit, MI
Account Type: Search Only Access
Viewed Files: 11 of 1'
Details

Thumb Communication Services
Main Contact: Marc Marshall, 810-664-6646
Bid Signer: Marc Marshall, 810-664-6646
Location: Lapeer, MI
Account Type: E-mail Service
Viewed Files: 1 of 11
Details

Vigilante Security, Inc
Main Contact: Ronald Ross, 248-559-7100
Bid Signer: Ronald Ross, 248-559-7100
Location: Lathrup Village, MI
Account Type: E-mail Service
Viewed Files: 11 of 1'
Details

VisualPro 360
Main Contact: Eric McKee, 952-288-2535
Bid Signer: Mike Southard, 952-288-2531
Location: Greenwood, IN
Account Type: E-mail Service
Viewed Files: 3 of 11
Details

Wiltec Technologies, Inc
Main Contact: Jack Wilson, 734-975-2107
Bid Signer: Jack Wilson, 734-975-2107
Location: Ann Arbor, MI
Account Type: E-mail Service
Viewed Files: 6 of 11
Details

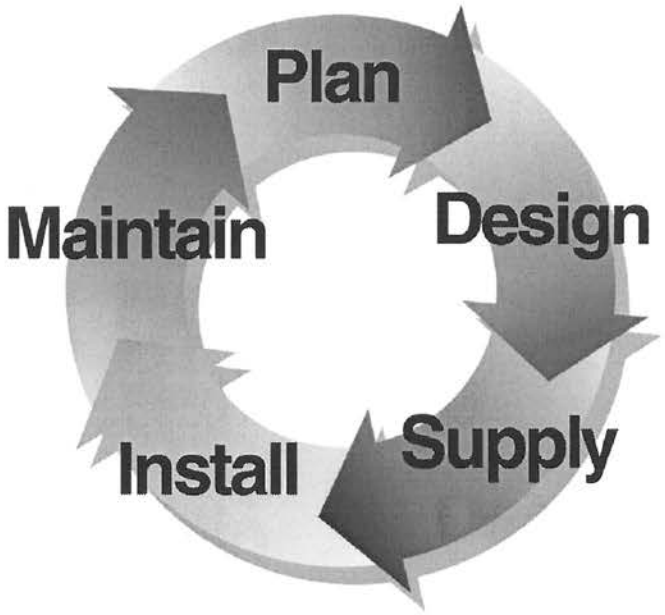
WWTS, L.L.C. - World Wide Technical Services
Main Contact: LaVerne Farmer, 248-670-1321
Bid Signer: Darryl Farmer, 248-670-1321
Location: Rochester Hills, MI
Account Type: E-mail Service
Viewed Files: 11 of 1'
Details

Total Number of Companies that Viewed this Solicitation: 58

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BLACK BOX
NETWORK SERVICES

one source
for worldwide
infrastructure services



Network Installation
TO
Oakland Schools
Camera Cabling Budgetary
Main Campus and Southwest Building

Submitted by:
Black Box Network Services
Michigan Operations
1287 Rankin Drive
Troy, MI 48083
248.743.1320
Proposal No: B30426
Proposal Date: 3/25/13

BLACK BOX
NETWORK SERVICES

Black Box Network Services (hereinafter referred to as "Black Box") is pleased to submit our proposal to perform the required work on the specified project. Black Box will furnish all materials and labor for this project, as specified on the following Statement of Work, for the price indicated on the Pricing Summary.

Certification Plus is the industry's first comprehensive, guaranteed-for-life structured cabling program! When we design and install your data or voice infrastructure, we back it up with this LIMITED LIFETIME WARRANTY. Not only do we promise that the hardware will be intact, but we also promise that it will keep doing what you need it to do.

Created with Your Enterprise in Mind

Black Box's service professionals use their vast expertise to support customers in planning, designing, implementing and managing Converged Voice and Data Networks, Customer Relationship Management and Unified Communication solutions.

- *Expert consulting* aligns this location with your overall business strategy. Our Project Managers are adept at planning and designing customized network solutions.
- *Integration services* install and implement your applications for quicker return on your investment. Our services engineers address the complexities of implementation and multi-vendor integration.
- *Ongoing maintenance and support services* protect your investment long into the future and provide maximum uptime. Our service personnel are highly skilled in all facets of management and operations with service solutions to help optimize network performance.
- *Global presence:* Black Box is global with an extensive reach throughout the world. With Black Box, our customers can have a single vendor solution, for all their business needs.

Sincerely,
Ken Pooley RCDD
Black Box Network Services

THE SCOPE OF SERVICES WE WILL PROVIDE INCLUDES THE FOLLOWING:

Camera Cabling Install

Quote is budgetary and is subject to change upon final drawings.

Main Campus

- Provide and install (14) locations with (1) Cat 6 cable to each per contract pricing.
- Provide and install (2) locations with (2) Cat 6 cables to each per contract pricing.
- Provide and install (4) locations with (4) Cat 6 cables to each per contract pricing.
- Provide and install (3) locations with (1) 18/2 cable to each.
- Provide and install 100ft of sealtight with coupler and (4) surface boxes.
- Provide and install (4) SP1
- Provide lift.

Labor $4,851.78 Material $5,749.18 Total $10,600.96

Southwest Campus

- Provide and install (7) locations with (1) Cat 6 cable to each per contract pricing.
- Provide and install (10) locations with (2) Cat 6 cables to each per contract pricing.
- Provide and install (1) locations with (1) 18/2 cable to each.
- Provide and install 20ft of sealtight with coupler and (20) surface boxes.
- Provide and install (20) SP1
- Provide lift.

Labor $7,319.88 Material $7,297.65 Total $14,617.53

Testing

- BBNS will label both ends, at the faceplate, and at the patch panel using the customer requirements
- BBNS will test each cable using a Level 3 (Cat5e/6) tester.

Additional Considerations

1. Cables will be routed into furniture location and terminated with appropriate faceplates.
2. Any services not mentioned in this scope of work or materials not listed may not be included in this quote but can be performed as a change order on a time & materials basis.
3. Lift is included in quote.

PRICING

BBNS, Michigan Operations is pleased to submit this proposal to you for completion of the project described. Prices quoted are contingent upon award of complete project as describe. Note: Tax-exempt organizations will need to provide a copy of their tax certificate.

Base Bid

In the manner and using the materials specified, BBNS, Michigan Operations proposes the following **Base Bid**: Tax is not included in this quote.

Labor $12,171.66 Material $13,046.83 Total $25,218.49

General Terms and Conditions

This proposal is valid for 60 days after the proposal date and is subject to revision after that date.

The content of this proposal and its associated attachments are confidential and the Client shall not distribute, duplicate or disclose them to any outside party, in whole or in part, in any manner or for any purpose other than that necessary to evaluate this proposal. Any other use of this proposal by the Client is prohibited unless previously authorized in writing by BBNS, Michigan Operations.

This proposal, including these Terms and Conditions, constitute our contract with you upon your acceptance.

All work will be completed in a workmanlike manner, according to standard practices. Any alteration or deviation from the above specifications (see Change Orders) may involve additional costs to the Client over and above the proposed cost contained in this proposal. All agreements between the Client and BBNS, Michigan Operations are contingent upon strikes, accidents, or delays beyond the control of both parties.

All contracts will be considered complete when the services described in the Scope of Work section of this proposal are completed. BBNS, Michigan Operations will advise the Client upon completion of services.

Authorization to Proceed

BBNS, Michigan Operations cannot commence work until authorized in writing. Authorization may be in the form of: the signed **Acceptance** section from the Quotation page of this proposal; a **Purchase Order** for the total amount of the proposal that references the proposal number.

Point of Contact

BBNS, Michigan Operations will assign a BICSI RCDD project manager to serve as our point-of-contact for your project. BBNS, Michigan Operations requires that your company assign someone to serve as your point-of-contact. This person should have authority to approve alterations to this scope of work. All status reports, change requests and scheduling will be coordinated between the two points-of-contact for the duration of the project.

Change Orders

Changes to the scope of work may become necessary and both parties to this contract have the right to request changes to the original, agreed upon Scope of Work. BBNS, Michigan Operations will not perform any changes to the original Scope of Work without authorization in writing from your point-of-contact.

Changes may take one of two forms. Where either your point-of-contact or BBNS, Michigan Operations is requesting a change, the request should be made in writing and submitted to the appropriate point-of-contact. If the requested change alters the base contract amount, BBNS, Michigan Operations will prepare a Change Order describing the requested change and the Dollar amount of the change. Upon authorization, BBNS, Michigan Operations will perform the work.

Where the change is requested in the field by your point-of-contact, the BBNS, Michigan Operations on-site project manager or lead technician will prepare a *Field Change Order* describing the requested change. A signature must be obtained before work can be done. A copy will be given to your point-of-contact and BBNS, Michigan Operations will price the change and include the amount as an adjustment to the base contract. BBNS, Michigan Operations will inform you as to the amount of the change.

Termination

Either party to this contract can request to terminate this contract for any reason. The request must be in writing. Where you request termination, you agree to pay BBNS, Michigan Operations for any materials installed or delivered, including labor expended to the point of the termination request. Where BBNS, Michigan Operations requests termination, BBNS, Michigan Operations will deliver any materials for which payment has already been received. In the case where materials have been ordered and received by BBNS, Michigan Operations, either at the job site or at BBNS, Michigan Operations warehouse, and you decline to keep these materials, BBNS, Michigan Operations will charge a restocking fee of 30%.

BLACK BOX
NETWORK SERVICES

Proposal No. B30426

PROPOSAL ACCEPTANCE

Acceptance

Oakland Schools

Camera Cabling

Bid #: 30426

☐ Base Bid - $25,218.49

The specifications, conditions and price are hereby accepted as described in this proposal. Please check to indicate which Bids accepted.

Acceptance by:

Name: _____

Please print or type name

Signature

Accepted this _____ day of _____, 2012

Accept this proposal by signing above and faxing to:

Black Box Network Services
Michigan Operations
Ken Pooley RCDD
Fax: 248-743-1336
Email: ken.pooley@blackbox.com

ROK Systems Inc

Vision Intelligently Applied

OAKLAND SCHOOLS
2111 PONTIAC LAKE ROAD
WATERFORD, MI 48328
ATTN: ANNA MARIE ANDREW
SEALED RFP #13.0019 REPLY

Proposed RFP Reply
Oakland Schools—Video Surveillance Systems
Dated: February 5, 2013
Due: February 26, 2013
Time: 2:00pm

ROK Systems, Inc.
Corporate Headquarters
6350 Jupiter NE, Suite 100
Belmont, MI 49306
616.532.7995
ScottM@rok-systems.com

ROK Systems Inc

Vision Intelligently Applied

OAKLAND SCHOOLS
2111 PONTIAC LAKE ROAD
WATERFORD, MI 48328
ATTN: ANNA MARIE ANDREW
SEALED RFP #13.0019 REPLY

Proposed RFP Reply
Oakland Schools—Video Surveillance Systems
Dated: February 5, 2013
Due: February 26, 2013
Time: 2:00pm

ROK Systems, Inc.
Corporate Headquarters
6350 Jupiter NE, Suite 100
Belmont, MI 49306
616.532.7995
ScottM@rok-systems.com

ROK Systems Inc
Vision Intelligently Applied

February 18, 2013

PROPOSED VIDEO SURVEILLANCE SYSTEM FOR OAKLAND SCHOOLS 2111 PONTIAC LAKE ROAD WATERFORD, MI 48328

ROK is pleased to provide a "VIDEO SURVEILLANCE SYSTEM" reply for the RFP 13.0019 to:

Oakland Schools
Attn: Ms. Anna Marie Andrew
2111 Pontiac Lake Road
Waterford, MI 48328

RFP Number: RFP-13-0019 Video Surveillance System
Revised Due Date/Time: February 26, 2013 @ 2:00pm

We acknowledge receipt of Addendum #1 & #2
We acknowledge including a 5% Bid Bond
We acknowledge the Prevailing Wage requirements for this project
We acknowledge this project is not subject to Michigan State Sales Tax

Proposed bids are reflective and contingent upon our Proposal Summary and bid response clarifications.

Proposal Summary

We believe that the proposed solution meets and/or exceeds the bid requirements as detailed in the bid specifications to all bidders and from our on-site meeting addressing the system requirements. The proposed system will provide Oakland Schools with a solution that brings value through the various features and benefits built in to the system software, system design and the quality of the IP solution proposed.

1. We have included all video management system (VMS) software, software support, IP Cameras, and installation and training per the bid specifications.

2. The video surveillance solution is only as good as the support received by the manufacture of the system and the security integration contractor. We are submitting a Milestone VMS solution to meet the requirements for an "Enterprise Video Surveillance System" with Axis and Panasonic IP cameras per the specifications and Oakland Schools. Milestone is a leading internationally recognized video surveillance VMS manufacture. Milestone has received numerous accolades for their leading system design, integration features/benefits, documentation, technical support and reliability. We will use a combination of Axis and Panasonic IP cameras with our system solution. Axis and Panasonic are the leading manufacturers of IP cameras. The proposed cameras will meet or exceed the resolution and pixel per foot as detailed in the bid specifications.

3. We have included the installation of all software, cameras, server and storage appliances for our proposed solution. We have included some roof mount kits for the exterior cameras at the Administration Building. It is our intent to mount all the exterior cameras at the other facilities directly to the exterior wall facing the area to be covered by the camera field of view. This is an approved installation method of the manufacture and helps to reduce the overall investment of the system. We did not include recessed or drop ceiling mounting kits for the indoor dome cameras as part of our base bid. We have included the cost per unit to add the recessed kit as part of the "Extended Unit Prices". We would review each camera location with the school to determine if a recessed mounting kit would be of value to the installation. If determined that the recessed mounting kit is desired at specific locations, the cost to add these would be an extra to our base bid submittal.

ROK Systems, Inc. Tax ID number is 20-3347607.

Company Profile – Please see the accompanying company profile pages in our bid reply.

SCOPE OF WORK

Operational Design Specifics

This proposal is based on the following Documentation:

Bid document: Oakland Schools – RFP Number 13.0019 Video Surveillance System

ROK Systems will provide equipment and labor for the installation of the Video Surveillance System for the Oakland Schools per the bid specification and our reply. Upon award of the project ROK Systems will meet with all parties to discuss and review the specific details of the project including any changes to the system configurations, timelines, review processes and milestones. It is our understanding that this project can begin immediately after the project award. All work to be performed in school buildings during the school year must be performed after standard school hours. All work to be performed in the Administration Building can be performed during standard hours of operation.

ROK Systems will Oakland Schools for the installation of the video servers and storage appliances. We will work with the Oakland IT Department for all camera IP addresses for use with the system installation.

It is our understanding from the pre-bid meeting and the bid documentation that all Cat6 cabling and connectors, wall/floor penetrations, patch panels, patch cables, POE ports, server/storage rack space, workstations and viewing monitors will be provided by Oakland Schools or others.

Responsibilities

Video Surveillance System VMS

ROK Systems will supply and install a Milestone Video Management System solution as approved and detailed in the bid documentation. ROK is a Premier Partner with Milestone and has numerous system deployed throughout educational facilities in Michigan. The Milestone XProtect Enterprise solution if feature rich and will meet or exceed the requirements of the bid specifications. Milestone's server software can be virtualized if desired. Milestone provides all client workstation based software feature and their IP panel architecture. We will provide all system programming and training as detailed in the bid documents. We have included the 2 year software support for the server and all camera licenses per the bid specifications.

VMS Servers and Storage

ROK has included an HP server and storage solution for the video surveillance system. ROK teams with REMC for our video server and storage solutions. We are passing the cost of the server/storage solution from REMC at the cost quoted to us by REMC. We have configured the server/storage solution to meet or exceed the requirements as detailed in the bid specifications. Please note, this is not a redundant server/storage solution. The bid specifications do not call out a redundant solution, but the bid form asks for pricing on redundant storage (EUP No.7). We did complete the bid form information for the redundant storage, but our proposed solution is not a redundant configuration. For the pricing of the server/storage solution we spread the cost of the solution across all four project sites (Admin Bldg., SW Campus, Royal Oak High School & Clawson High School) to balance the costs for each location.

IP Cameras

We are proposing to use Panasonic and Axis IP cameras to meet the requirements of the bid specifications. Panasonic and Axis are well-established leading manufacturer of IP video surveillance solutions. We have included all housings, mounts and system installation of all proposed cameras. All cameras will require POE. It is our understanding that all POE (802.3af and 802.3at) network switches will be provided by others for all IP devices supplied and installed by the security vendor as part of the

system deployment. Please note that the pixels per foot requested in the bid documents may not be obtainable at all locations. This is based on the installation location of the camera and the angle of the camera to the desired field of view. The system configurations that we are proposing will provide Oakland with usable video along based on the placement of the cameras and an understanding of how video is used for identifying specifics captured within the field of view. If facial recognition is the desired image for all interior cameras, additional cameras would be required to provide that type of detail. We recommend that this type of detailed coverage or resolution be review for specific locations verses for all interior cameras to help keep the overall investment of the system to an acceptable cost.

Spare Cameras

Please note, we did not include one of each camera type as a spare part as requested by the bid document. ROK had submitted an RFI asking where we were to show the itemized costs of the spares on the bid forms and did not see a reply. We have included the costs for each camera type on our "Bill of Material" listing. The cost for each camera spare for a spare would be an extra to our proposed base totals on the bid reply forms.

Structured Cabling

Per the bid specifications, addendums and pre-bid meeting, all structured cabling, cable connectors, patch cables, wall/floor penetrations will be supplied and installed by others. The cabling contractor will provide the structured cabling with a service loop at the camera locations per our drawings or as adjusted in agreement with Oakland Schools

Network Switches

It is our understanding that Oakland Schools will provide the POE network switch ports (802.3af and 802.3at) for the connection and communications with the proposed IP video surveillance solution to meet the requirements of the system.

Testing

ROK will perform a verification test for all field devices on the system as part of the commissioning and final testing of our proposed solution.

System Deployment

After receipt of a purchase order or contract authorizing ROK to proceed with the project we will hold a project initialization or kick-off meeting with Oakland Schools. The meeting will cover specifics of the project responsibilities for all parties; Oakland Schools, ROK and any associated contractors. We will discuss the network infrastructure to validate the requirements for the new system communications. ROK

will assign a Project Manager and security team to the project. The security team will install all access control equipment and field cabling for the system. The Project Manager will provide system coordination and programming for the system. We will provide project installation status reports throughout the deployment of the project with the designated project manager for Oakland Schools.

Training

We will provide system training as required in the bid specifications.

Drawings and Documentation

A. ROK will provide all product cut sheets for approval.
B. ROK will provide the required final cut sheets and documentation at close of the project

Equipment Warranty/Service Agreement

Warranty

We are including the two-year warranty and service support for the proposed solution and all services provided by ROK Systems. The Panasonic and Axis cameras also carry the manufactures limited lifetime warranty in addition to the ROK warranty. The system warranty incorporates "Force Majeure" as it relates to all equipment, materials and services as supplied and provided by ROK Systems.

Service Support Program

The warranty and service program is based on Oakland Schools providing proper notification of a warranty or service related condition. ROK Systems maintains a Support center to which all warranty or service calls must be placed. The service support personnel will relay the warranty/service call to all ROK technicians. This is to provide our clients with numerous resources that may have encountered a service related issue within their given area, which they will relay on to the responding technician for proper resolution. ROK guarantees a response call to the initial service call within a 4 hour window to verify the type of service required and the priority of the service call. The ROK technician will coordinate the proper response based on the information from the response verification call with the client. If upon inspection of the service call it is determined that the service required is not covered by the warranty, we will advise Oakland Schools of our findings and provide a proposed resolution to the issue. ROK will proceed once both parties have agreed on the resolution.

ROK Systems Inc
Vision Intelligently Applied

Price Protection

All prices quoted are valid for the specified days as detailed in the bid specifications. Request for extension is required in writing.

Terms

ROK Systems will review the terms and conditions of Oakland Schools. It is typical that work completed within a month will be billed at the end of the month (Progress Billing). Progress Billing will include invoicing of materials stored at ROK Systems or its sub-contractors, and for engineering, labor, or programming. Progress billing will continue through the completion of the project.

Summary Review

ROK Systems believes we have assessed the project requirements and meet or exceed those requirements for this project. The proposed Milestone, Panasonic and Axis video surveillance solution is a robust solution that allows for future growth, expansion and meets or exceeds the requirements of the bid documents. Our proposed solution is fully supported by factory trained and certified personnel to maintain the integrity of the system; from the start of the project through the on-going years of expansion and software maintenance renewal programs. ROK Systems takes pride in the reputation we have established as company that listens to our clients and provides the high quality of service that our clients expect and deserve. We look forward to meeting with you and representatives of the Oakland Schools to further discuss our proposed system solution.

If you have any questions, please contact me at 616.532.7995 ext. 115 or ScottM@rok-systems.com.

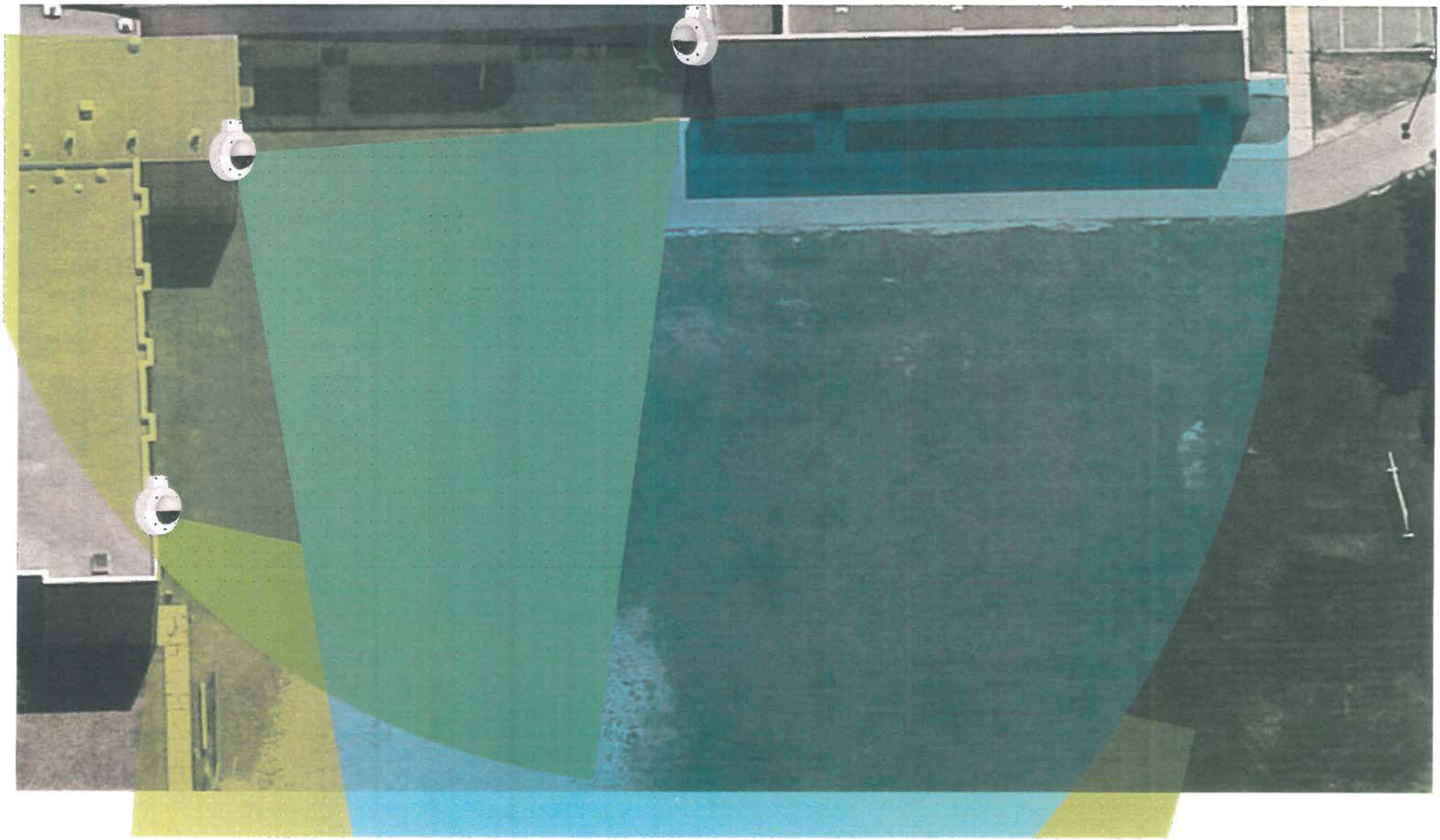
Cordially,
Scott A. Meuser
Account Executive
ROK Systems, Inc.

ROK Systems Inc
Vision Intelligently Applied

Clawson High School
West Entry Areas
Placement of Surveillance Cameras

Axis P3367-VE

Axis P3346-VE



ROK Systems Inc
Vision Intelligently Applied

ROK Systems, Inc.
Company Profile

Established over 40 years ago and with over 500 customers throughout Michigan, Indiana and Ohio, ROK Systems is a leading provider of integrated Video Surveillance, Labor Management and Access Control solutions.

With corporate offices in Grand Rapids, Michigan and remote offices in the Kalamazoo and Muskegon areas, ROK Systems is able to offer onsite, remote, and telephone support to all of our customers throughout Michigan, Indiana, and Ohio. ROK Systems and their customers benefit from a core support and engineering staff averaging over 15 years in industry experience. ROK Systems also offers custom support programs for our customers who require a non-standard business hours agreement.

In order to provide the highest quality in business solutions, ROK Systems is proud to partner with companies who are worldwide leaders in their respective technologies. In addition, ROK Systems has developed technology to bring Time and Attendance, Access Control, and Surveillance into one integrated package.

ROK Systems has chosen S2 Security Corporation for its Access Control. S2 Corporation was founded in 2002 to design, build and market the next generation of networkable integrated physical security management systems, with the goal to provide integrated physical security for an IP-connected world. They have more than exceeded their goal with the S2 NetBox, a unique network application that implements a complete integrated physical security system. The S2 NetBox combines a rich user interface that delivers 100% of its content via web browser, using solid-state computing. The web browser user interface eliminates the need to install additional software on client computers, providing a significant cost savings and increased flexibility.

ROK Systems has selected Milestone Systems as the principal provider of IP Video Distribution Surveillance software. Milestone Systems is recognized as the global market leader for IP Video Surveillance software. Milestone Systems was the first to the market in 1998, and is known to set the global standard for open platform IP Video Surveillance solutions. With a proven track record of over 24,000 customer installations worldwide, controlling over 160,000 cameras, the Milestone XProtect product line is a solid consistent performer. That enables ROK Systems to offer custom designed surveillance systems, using the hardware that is best suited for your environment without having to stay within corporate partnership guidelines.

ROK Systems Inc
Vision Intelligently Applied

ROK Systems, Inc
Company Profile Listing

Legal Name of Business:	ROK Systems, Inc.
Form of Business:	Incorporated
Corporate Headquarters:	6350 Jupiter NE, Suite 100 Belmont, MI 49306
Telephone and Fax Numbers:	Phone: 616-532-7995 Toll Free: 800-736-1784 Fax: 616-832-8292
Taxpayer ID Number:	20-3347607
Corporate Executives:	Brad Playford – CEO

ROK Systems Inc
Vision Intelligently Applied

ROK Systems: Products and Vendors

ROK partners with various product manufacturers and distributor for the solutions we provide. It is our intent to use the following products and distributors to fulfill the solutions we are proposing with our solutions.

Direct Partners:
Milestone Systems – ROK is a direct partner with Milestone Systems which is the world leading video management software company. We are using the Milestone "Enterprise" VMS solution.

Camera Manufacturers:
Axis – ROK is a certified partner with Axis. We are proposing to use:

- P3354 indoor IP 1MP/720p dome cameras
- P3364-V indoor vandal housing IP 1MP/720p dome cameras
- P3346-VE outdoor vandal/environmental housing IP 3MP dome cameras
- P3367-VE outdoor vandal/environmental housing IP 5MP dome cameras
- T91A series accessories such as: wall, corner, pendant and parapet mount kits

Panasonic – ROK is a certified partner with Panasonic. We proposing to use:

- WV-NW502S/15 outdoor vandal housing IP 3MP dome camera with 15mm – 55mm lens to provide a zoomed in focal point of the entry/exit drives

Server/Storage Solution:
Hewlett-Packard – ROK partners through REMC to provide Hewlett Packard server and storage solutions.

- We are proposing an HP ProLiant solution.

Installation Services:

- ROK System intends to provide our own labor services for the installation of our proposed solution.

Distribution Partners:

- Anixter – Grand Rapids Location
- ADI – Grand Rapids Location
- Wynit – North Syracuse, NY
- ScanSource – North Carolina

ROK SYSTEMS, INC.
6350 Jupiter Ave. NE, Suite 100, Belmont, MI 49306
phone: 616.532.7995 | fax: 616.532.8292
www.rok-systems.com

ROK Systems Inc
Vision Intelligently Applied

References

Reed City Area Schools
Paul Lewis
Phone: (231) 832-2712
Email: lewisp@reedcity.k12.mi.us
Services and Products: Video Surveillance

Thornapple Kellogg Schools
Kevin Briggs
Phone: (269) 795-5430
Email: kbriggs@tk.k12.mi.us
Services and Products: Access Control integrated with Existing Surveillance

Chippewa Valley Schools
Robyn Oesterle
Phone: (586) 723-2203
Email: roesterle@cvs.k12.mi.us
Services and Products: Access Control

Ferris State University and Kendall College of Art and Design
Lori Rendell
Phone: (231) 591-2142
Email: Rendell@ferris.edu
Services and Products: Surveillance

Gentex Corporation
Jeff Lukas
Phone: (616) 772-1590
Email: jeff.lukas@gentex.com
Services and Products: Surveillance and Access Control

More references available upon request.

ROK Systems Inc
Vision Intelligently Applied

February 25, 2013

Organizational Chart and Milestones

ROK Systems Contacts:

- Sales Manager – Scott Kohsel
- Phone Number: 616-532-7995 ext. 102
- Email: scottk@rok-systems.com
- Project Manager – Kyle Pett
- Phone Number: 616-532-7995 ext.112
- Email: kylep@rok-systems.com
- Account Executive – Scott Meuser
- Phone Number: 616-532-7995 ext.115
- Email: scottm@rok-systems.com

Milestones:

Project Kick-off Meeting: This will take place within 5 business days after receipt of a purchase order or contract for the project.

Delivery Date of System: This will be a phased project with the product for the first phase being delivered 14 business days after receipt of order.

Completion Dates: ROK will follow provide weekly project updates and time lines as we progress through the project. The project allows for services to begin while the school districts are still in session for the year. We will have a better understanding of the completion date/time-line after the kick-off meeting to verify buildings of priority for installation, hours permitted for on-site work and cabling services as provided by others.

Estimated Manpower: Throughout most phases ROK will have two installers onsite.

AXIS COMMUNICATIONS

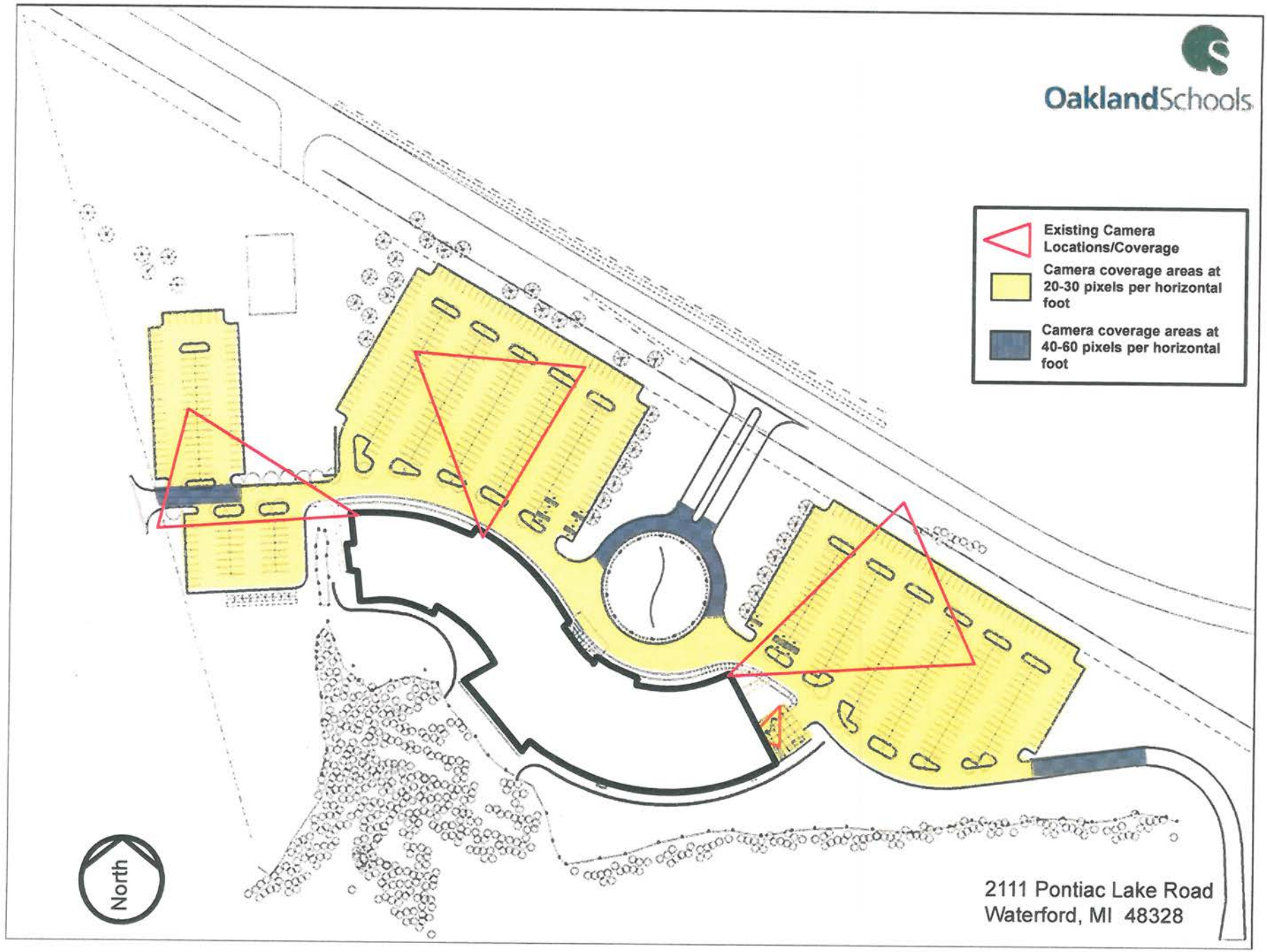
AXIS Design Tool

BANDWIDTH ESTIMATE

Project: Oakland Schools Date: Thursday, February 14, 2013 Storage: 30 days

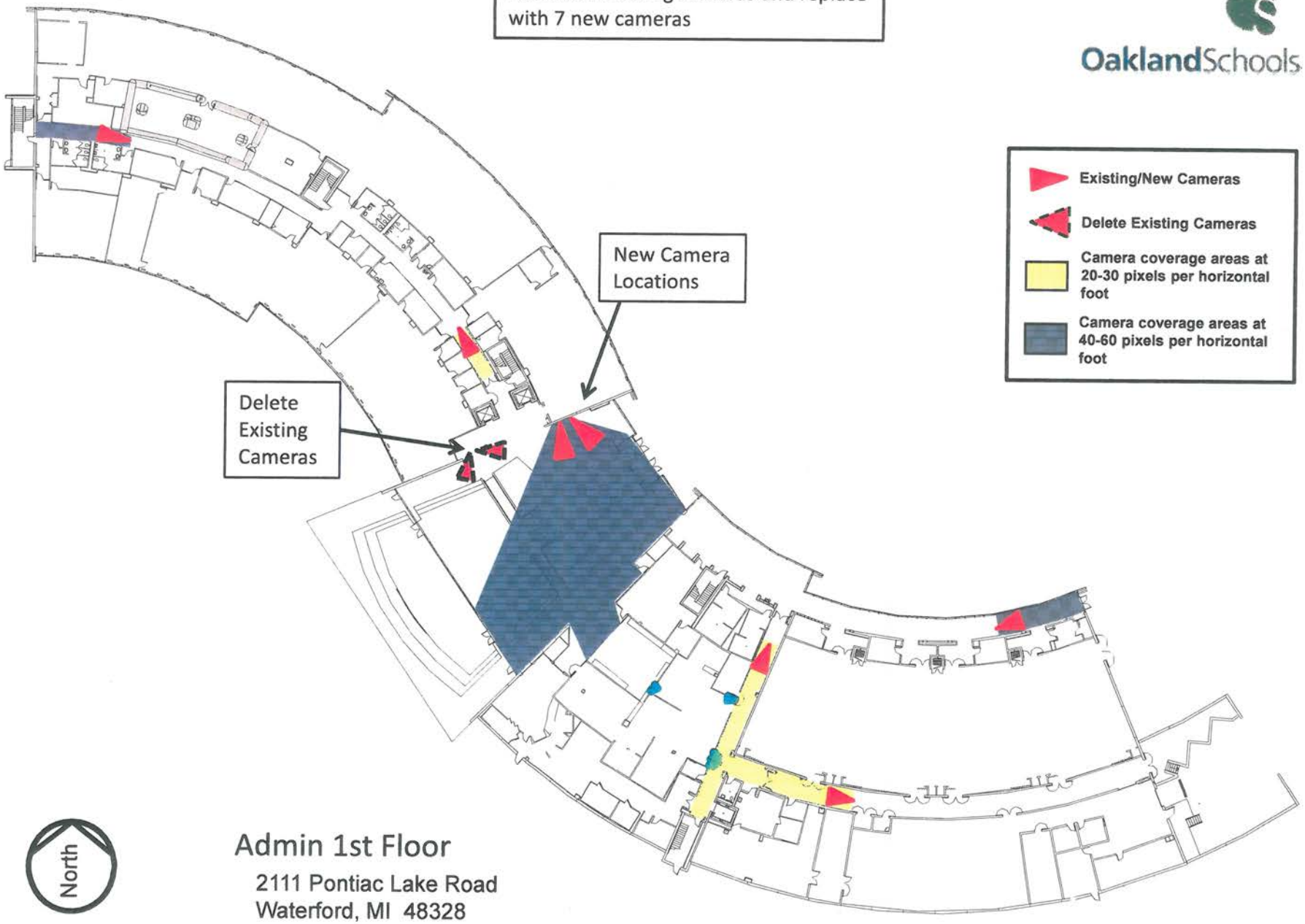
Name	Model	Qty	View	Rec	Event	Storage
New Product	AXIS P3367-VE	48	336 MBit/s	0 Bit/s	492 MBit/s	79.7 TB
New Product	AXIS P3346-VE	20	89.6 MBit/s	0 Bit/s	131 MBit/s	21.2 TB
New Product	AXIS P3354 12mm	10	6.47 MBit/s	0 Bit/s	9.95 MBit/s	1.61 TB
New Product	AXIS P3346	2	1.29 MBit/s	0 Bit/s	6.79 MBit/s	1.10 TB
New Product	AXIS P3364-V 12mm	78	16.8 MBit/s	0 Bit/s	77.6 MBit/s	12.6 TB
Panasonic WV-NW502S	AXIS P3346-VE	6	26.9 MBit/s	0 Bit/s	39.3 MBit/s	6.37 TB
20% Expansion	AXIS P3364-V 6mm	33	21.3 MBit/s	0 Bit/s	32.8 MBit/s	5.32 TB
Project Summary		**197**	**498 MBit/s**	**0 Bit/s**	**789 MBit/s**	**128 TB**

Important notice: The AXIS Design Tool is provided for guidance only. The estimates and recommendations produced by the use of AXIS Design Tool results from a limited number of test scenarios and Axis' conclusions thereof. The user of AXIS Design Tool (the "User") acknowledges and agrees that every installation of a camera system is unique and that the actual results measured from the User's system will differ from the estimates produced by AXIS Design Tool. The estimates produced by AXIS Design Tool are thus supplied upon the condition that the User will make its own determination as to the suitability for its purposes. Axis and/or its representatives will in no event be responsible for damages of any nature whatsoever resulting from the use of or reliance upon the results produced by AXIS Design Tool. **NOTE:** The AXIS Camera Station hardware and software recommendations are only valid up to a total of one hundred (100) channels for one system, regardless of the fact that AXIS Design Tool allows more than 100 channels to be specified for a system.


OaklandSchools
Existing Camera Locations/Coverage
Camera coverage areas at 20-30 pixels per horizontal foot
Camera coverage areas at 40-60 pixels per horizontal foot
North
2111 Pontiac Lake Road
Waterford, MI 48328

Remove 7 existing cameras and replace with 7 new cameras

OaklandSchools

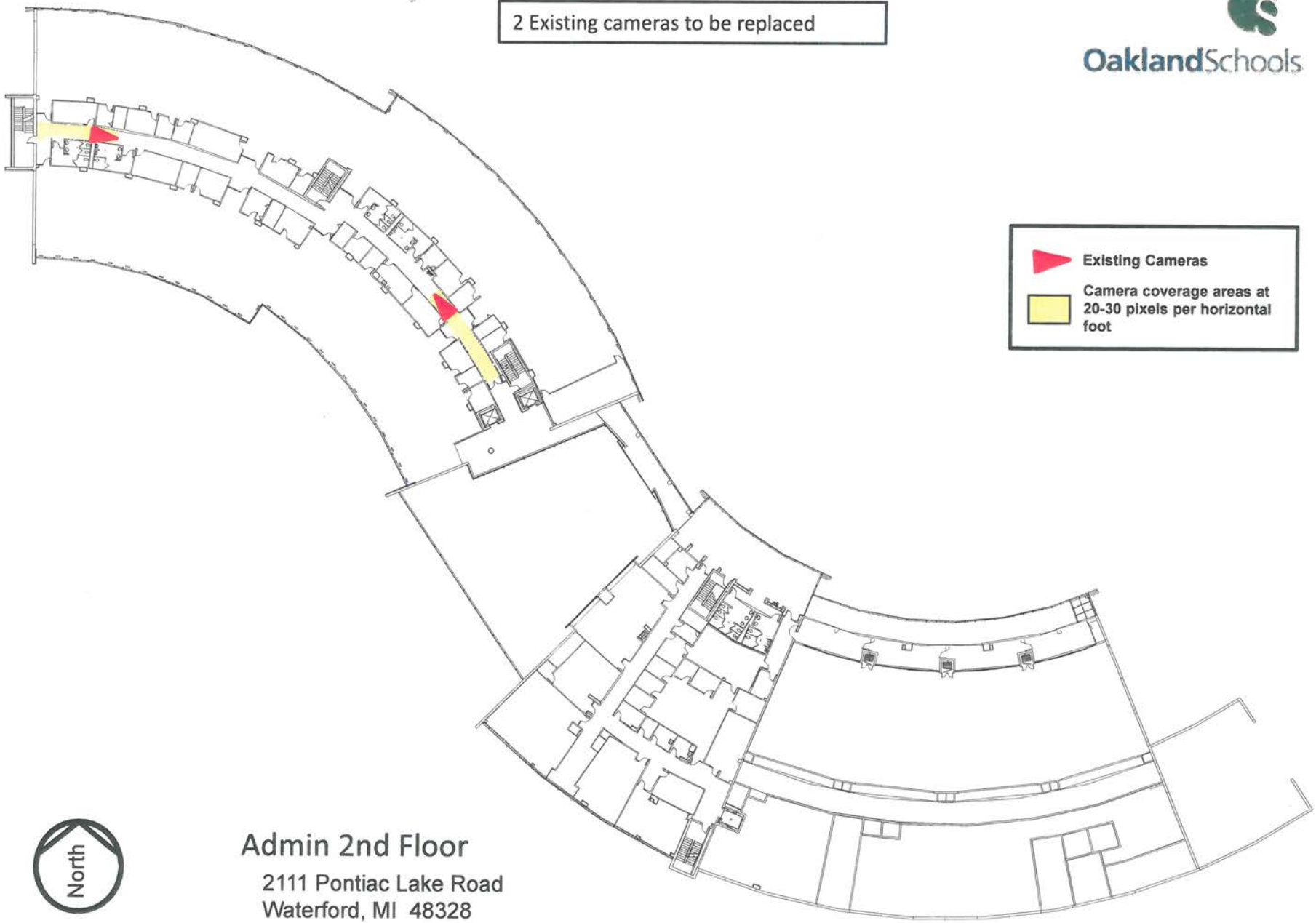


Admin 1st Floor

2111 Pontiac Lake Road
Waterford, MI 48328

2 Existing cameras to be replaced

OaklandSchools

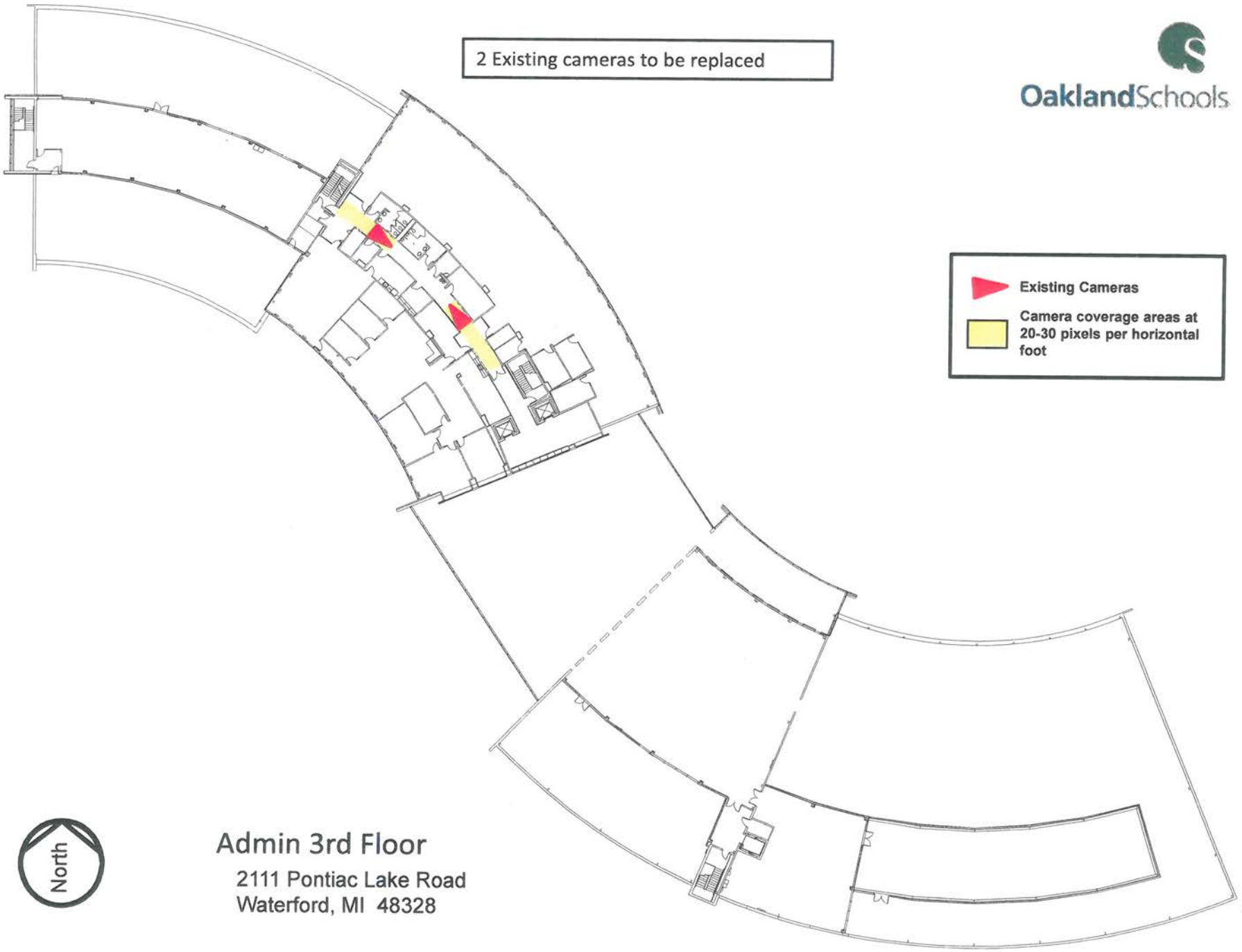


Admin 2nd Floor

2111 Pontiac Lake Road
Waterford, MI 48328

2 Existing cameras to be replaced

OaklandSchools



Admin 3rd Floor

2111 Pontiac Lake Road
Waterford, MI 48328

ROK Systems Inc
Vision Intelligently Applied

Oakland Schools Admin
West Parking Lot
Placement Of Surveillance Cameras

Axis P3367-VE

Panasonic
WV-NW502S

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For Use By Oakland Schools



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Vision Intelligently Applied

Oakland Schools Admin Building
Northwest Parking Lot Placement
Of Surveillance Cameras

Axis P3367-VE

Panasonic WV-NW502S



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Oakland Schools Admin Building Loop & East Parking Lot Placement Of Surveillance Cameras

Axis P3367-VE

Panasonic WV-NW502S



ROK Systems Inc

Vision Intelligently Applied

Oakland Schools Admin Building
East Parking Lot Placement
Of Surveillance Cameras

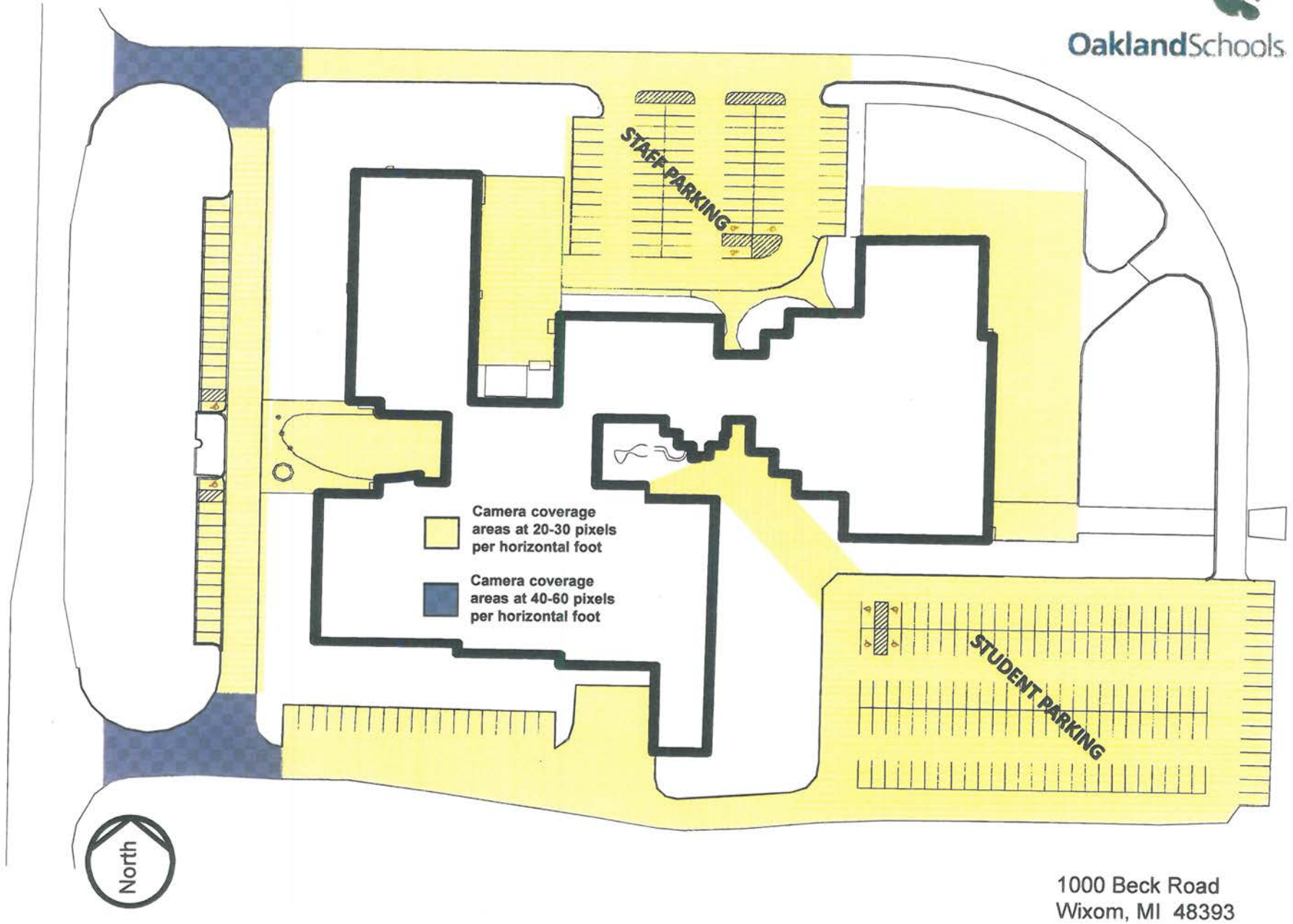
Axis P3367-VE

Axis P3346-VE

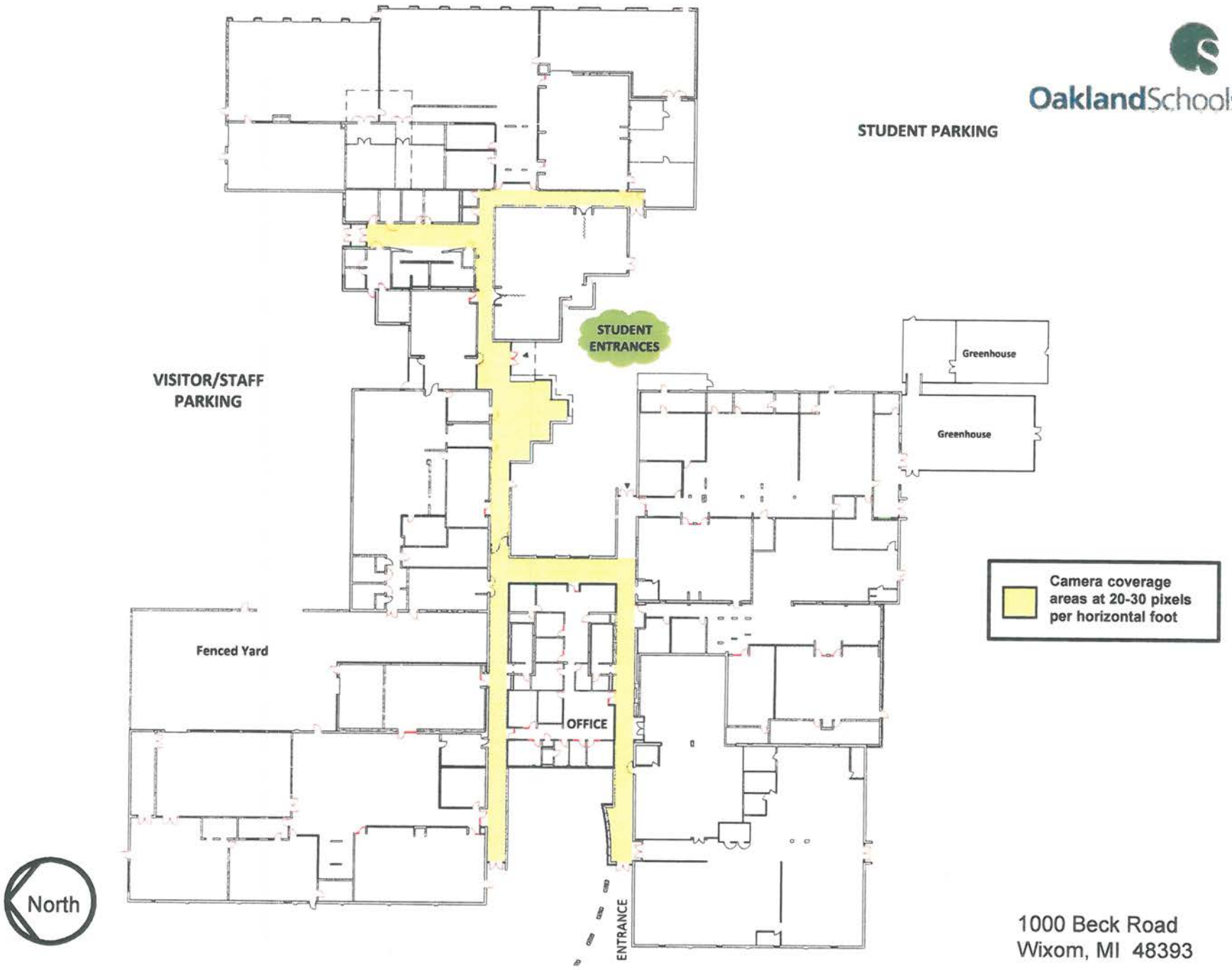
Panasonic WV-NW502S



OaklandSchools



1000 Beck Road
Wixom, MI 48393


OaklandSchools
STUDENT PARKING
STUDENT ENTRANCES
VISITOR/STAFF PARKING
Greenhouse
Greenhouse
Fenced Yard
OFFICE
ENTRANCE
Camera coverage areas at 20-30 pixels per horizontal foot
North
1000 Beck Road
Wixom, MI 48393

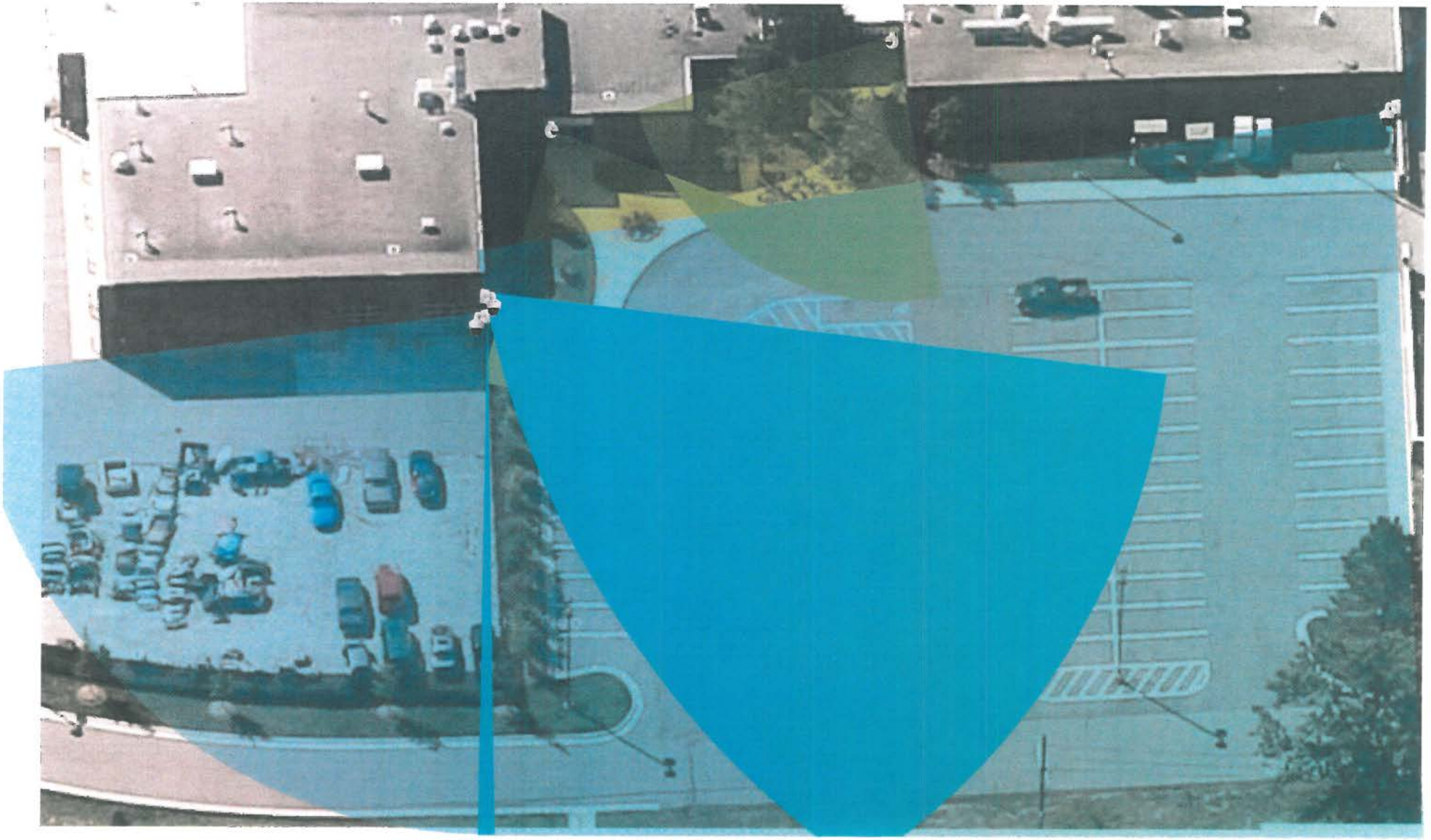
ROK Systems Inc
Vision Intelligently Applied

Oakland Schools SW Campus
NE Parking Area
Placement of Surveillance Cameras

Axis P3346-VE

Axis P3367-VE

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For Use by Oakland Schools

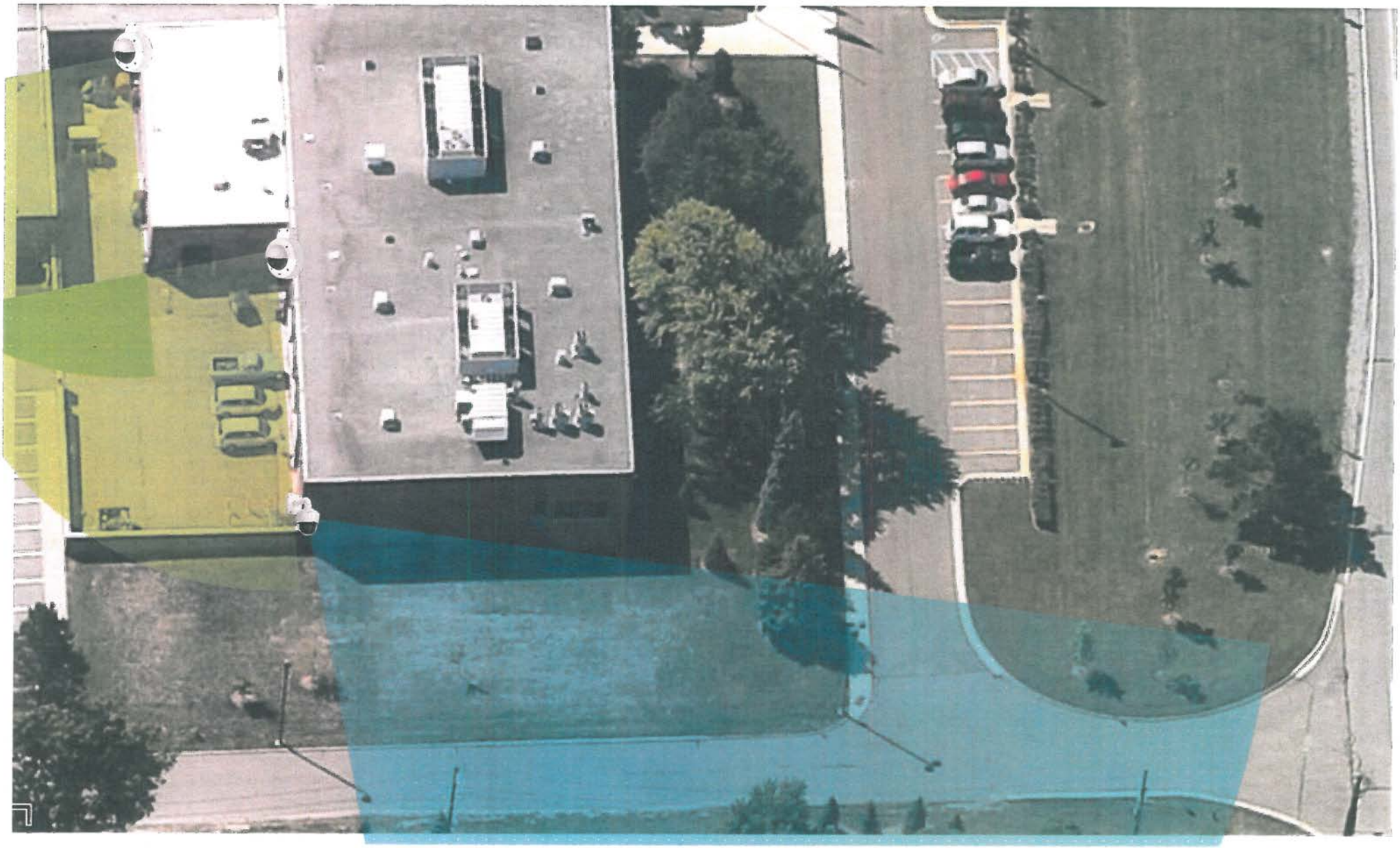


ROK Systems Inc
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Oakland Schools SW Campus
NW Parking Area
Placement of Surveillance Cameras

Axis P3367-VE

Axis P3346-VE



ROK Systems Inc
Vision Intelligently Applied

Oakland Schools SW Campus
West Parking Area
Placement of Surveillance Cameras

Axis P3367-VE

Axis P3346-VE



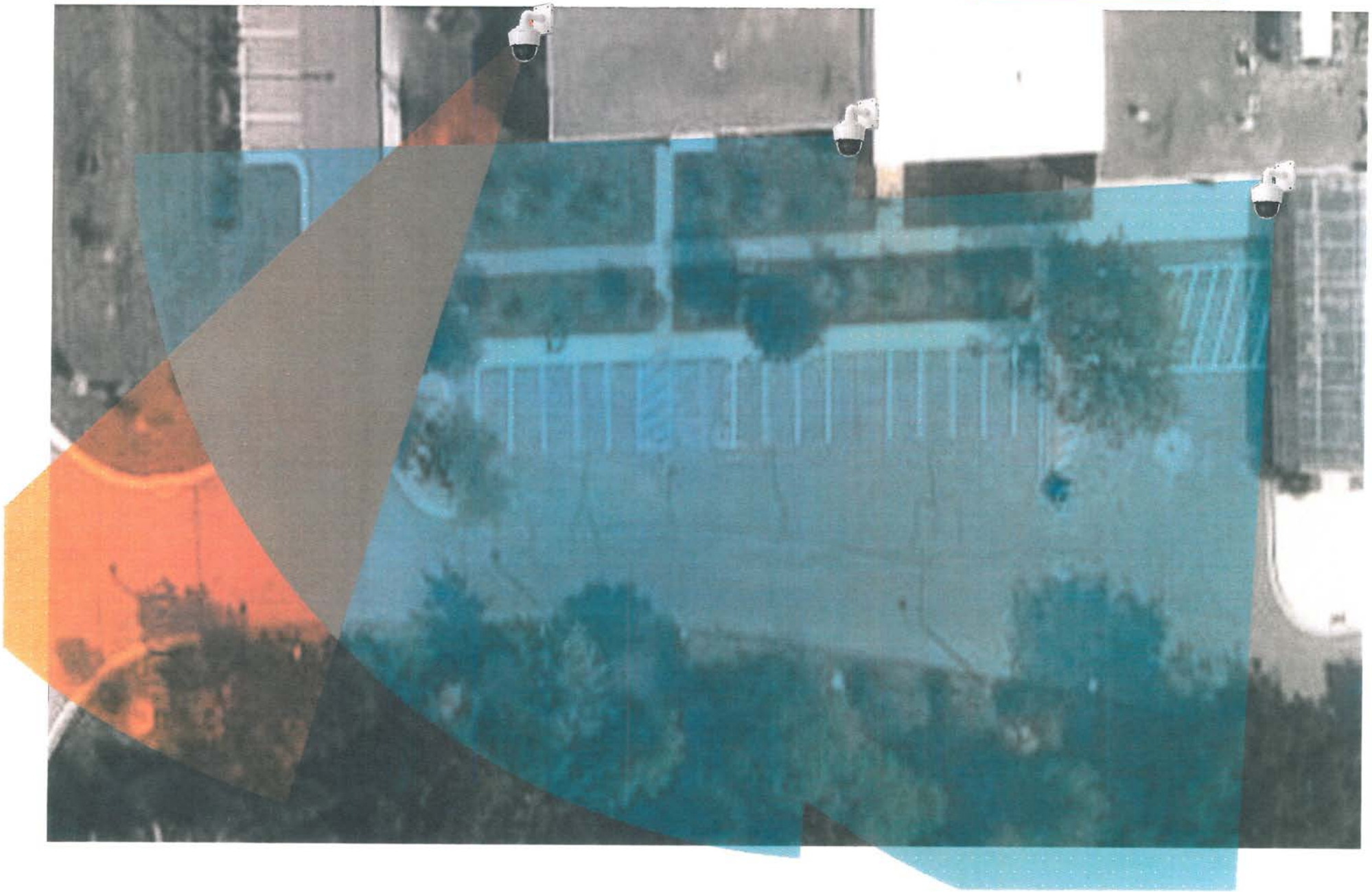
ROK Systems Inc

Vision Intelligently Applied

Oakland Schools SW Campus
SW Parking Area
Placement of Surveillance Cameras

Axis P3367-VE

Panasonic WV-NW502S

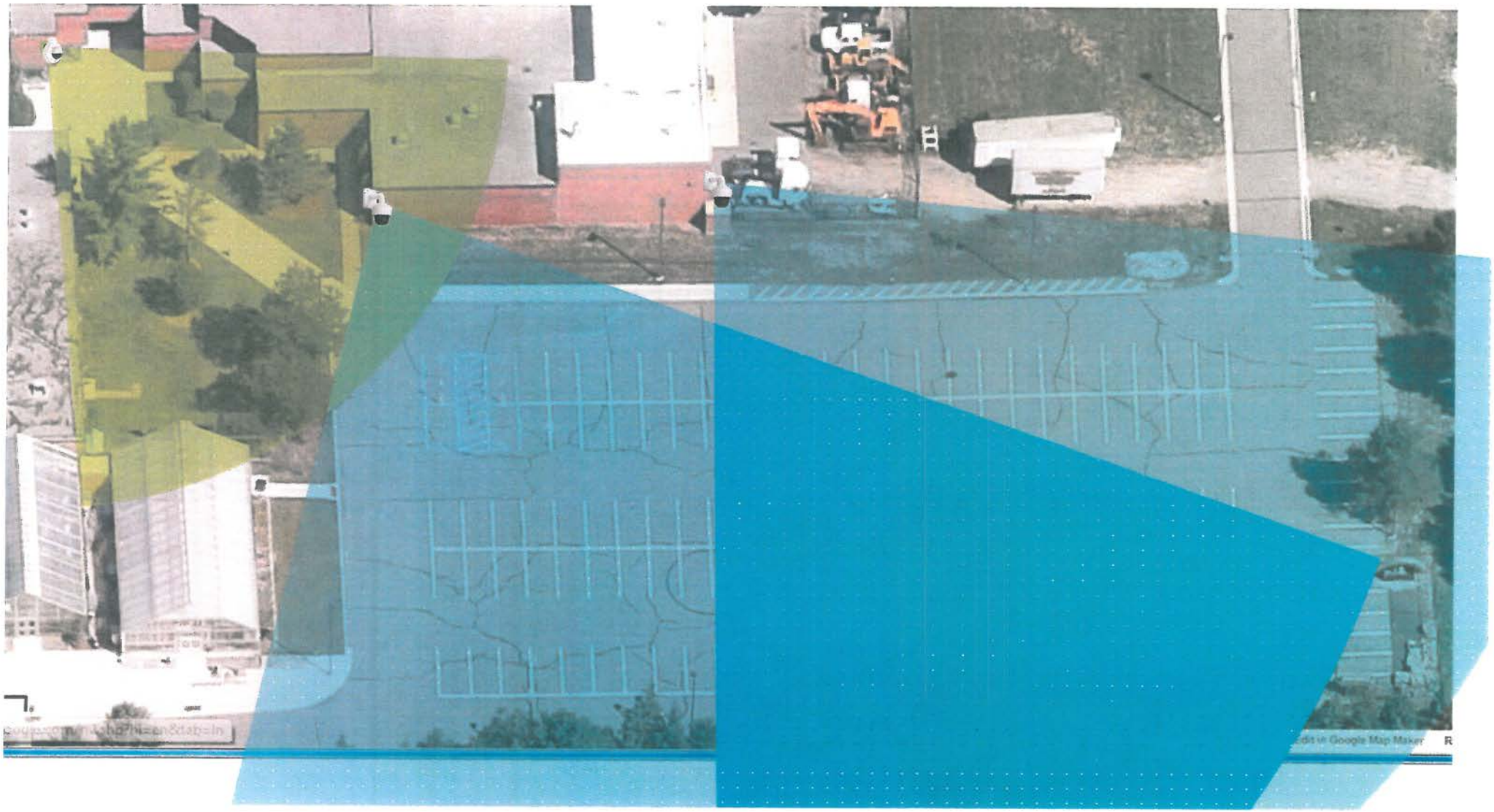


ROK Systems Inc
Vision Intelligently Applied

Oakland Schools SW Campus
SE Parking Area
Placement of Surveillance Cameras

Axis P3367-VE

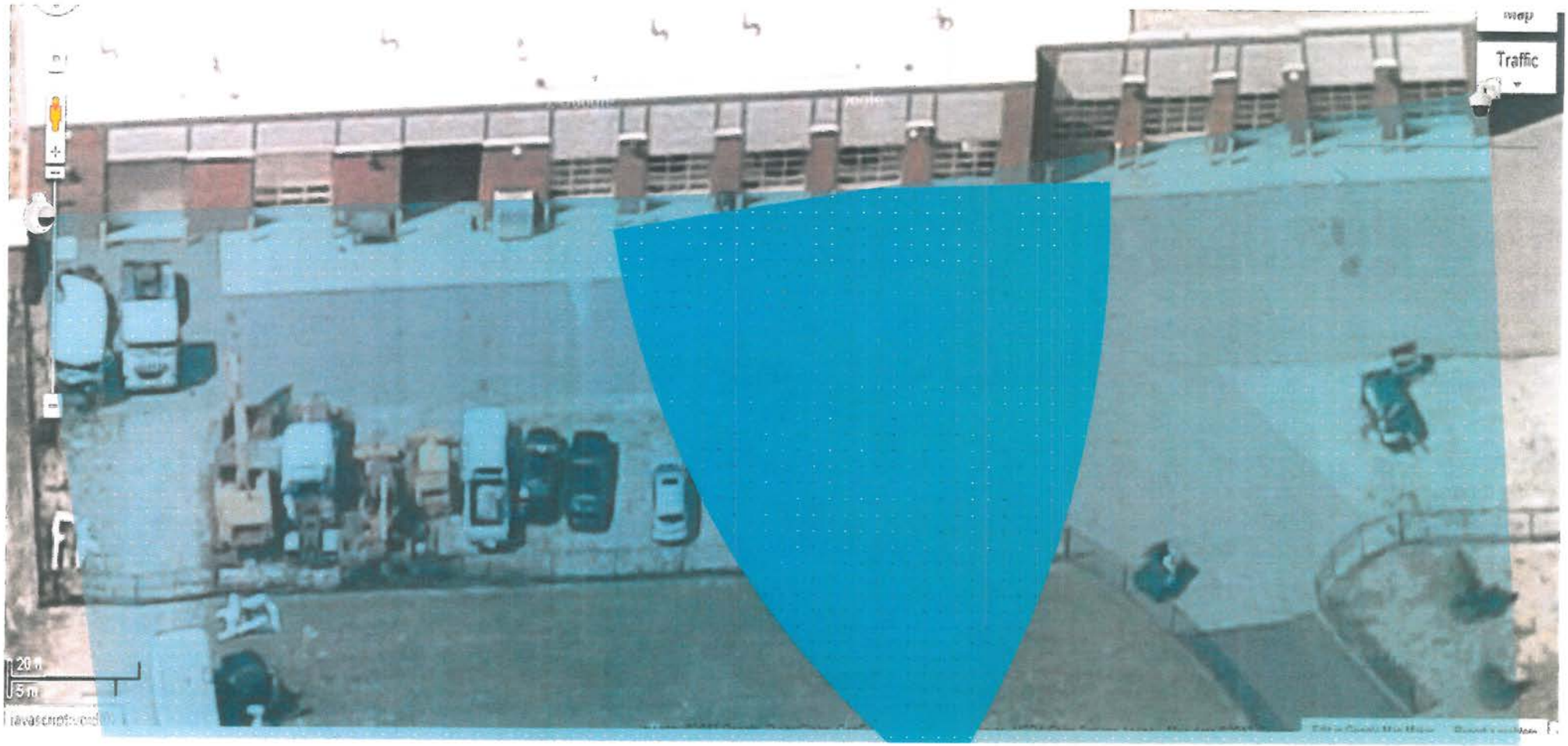
Axis P3346-VE



ROK Systems Inc
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Oakland Schools SW Campus
East Parking Area
Placement of Surveillance Cameras

Axis P3367-VE



ROK Systems Inc

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Oakland Schools SW Campus
Student Entry Area
Placement of Surveillance Cameras

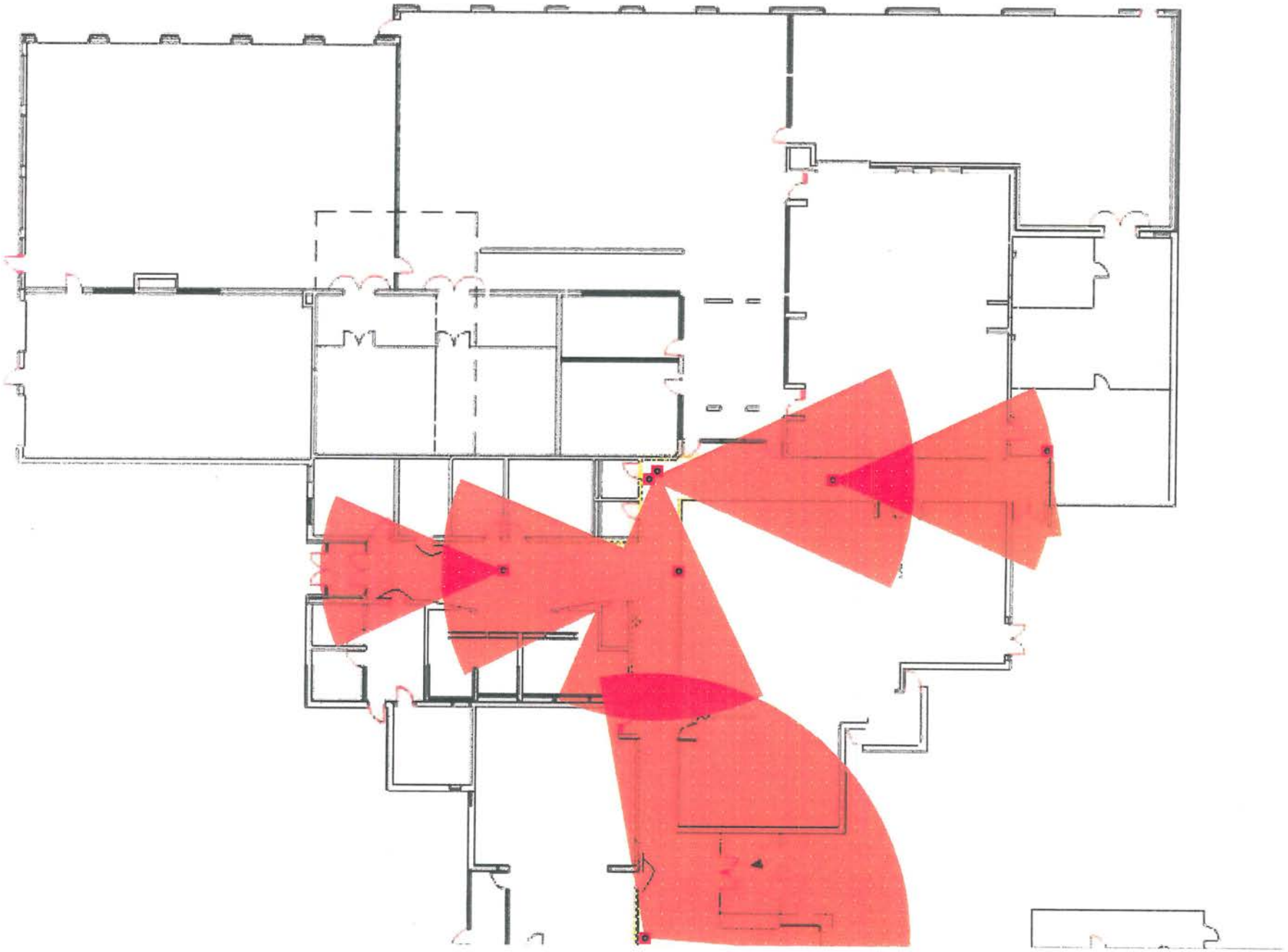
Axis P3346-VE



ROK Systems Inc
Vision Intelligently Applied

Oakland Schools SW Campus
East Corridor Areas
Placement of Surveillance Cameras

Axis P3364-V



ROK Systems Inc

Vision Intelligently Applied

Oakland Schools SW Campus
Central Corridor Areas
Placement of Surveillance Cameras

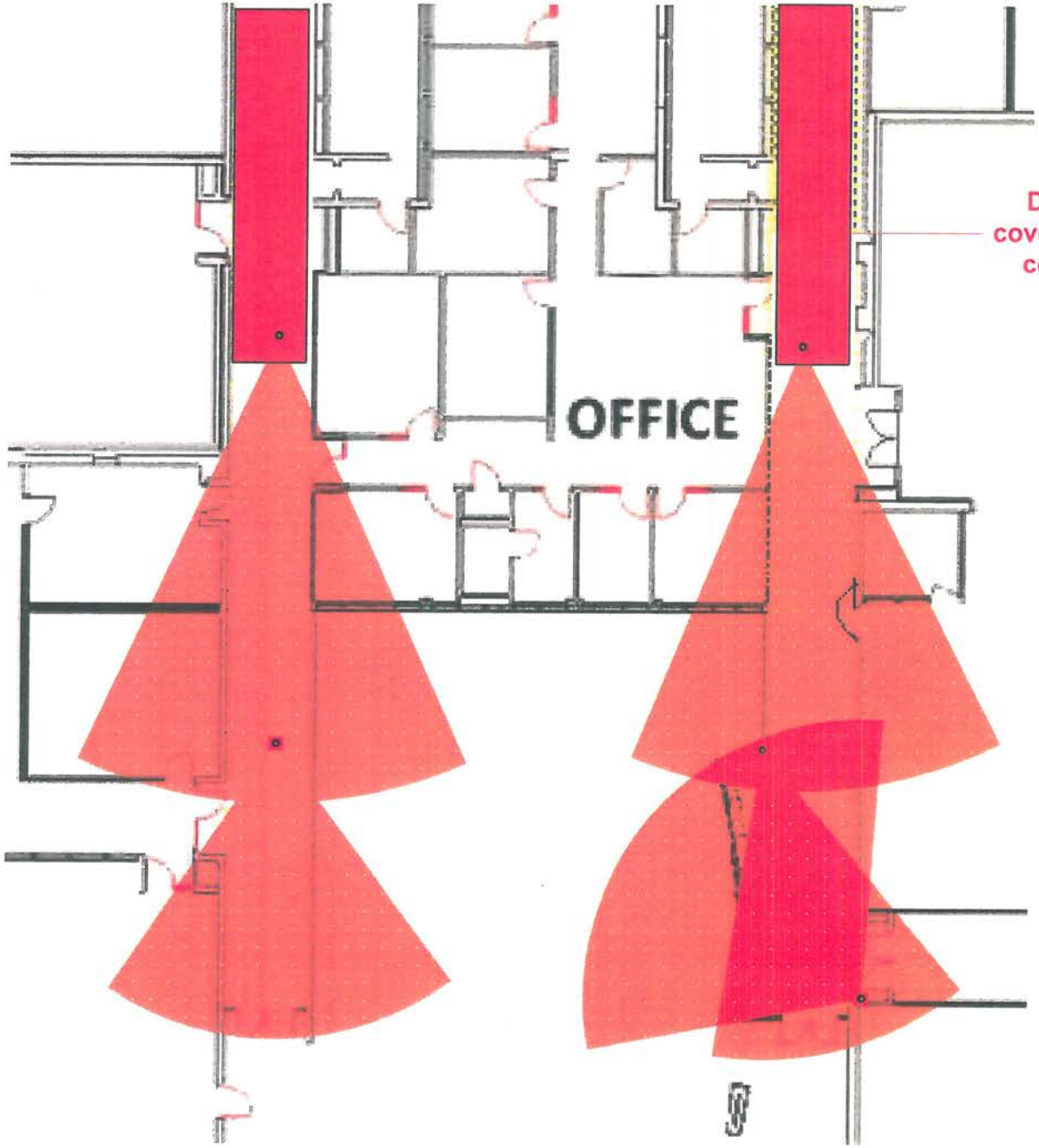
Axis P3364-V



ROK Systems Inc
Vision Intelligently Applied

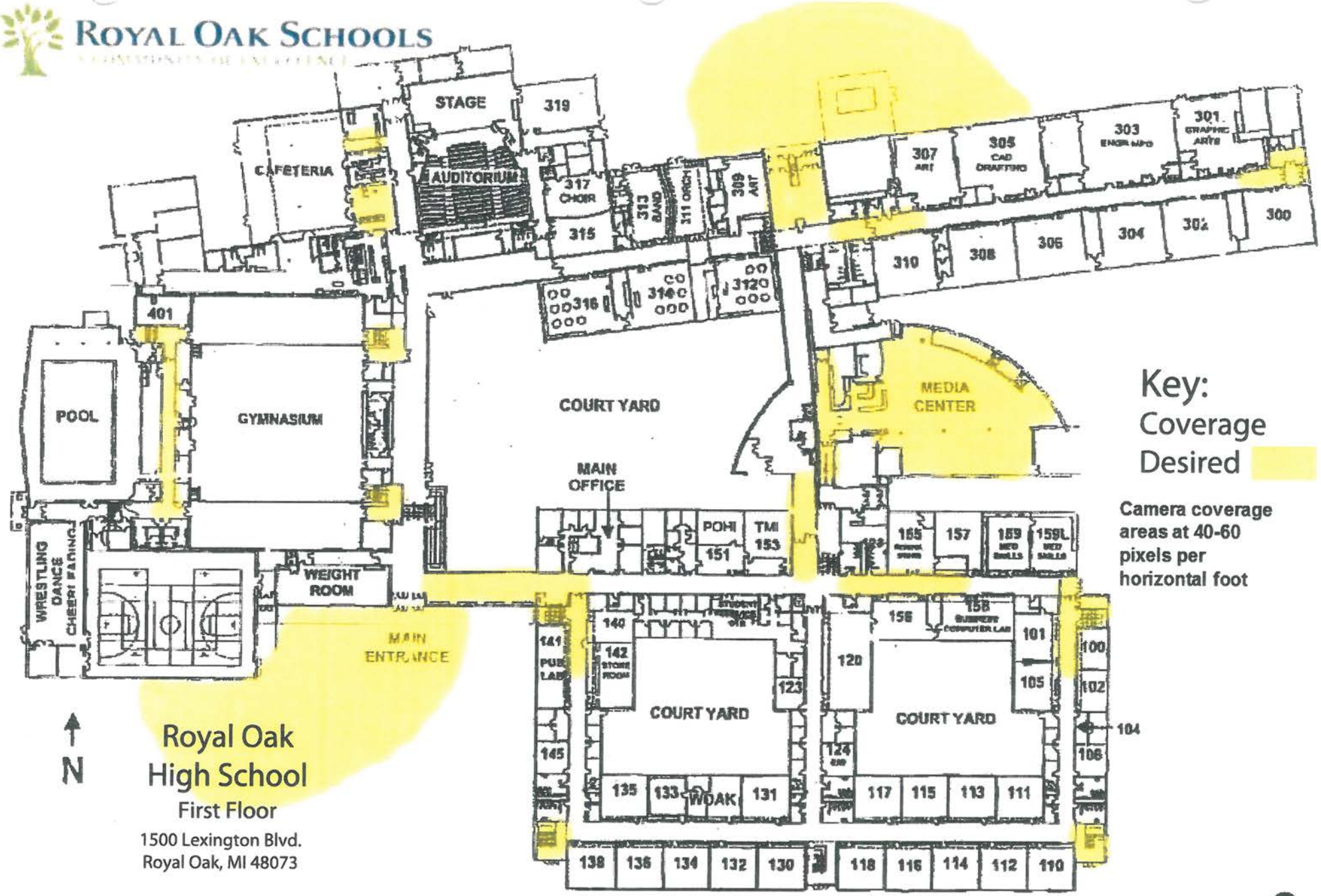
Oakland Schools SW Campus
West Corridor Areas
Placement of Surveillance Cameras

Axis P3364-V



Dark red reflects coverage from central corridor cameras

ROYAL OAK SCHOOLS



Key:
Coverage Desired

Camera coverage areas at 40-60 pixels per horizontal foot

N

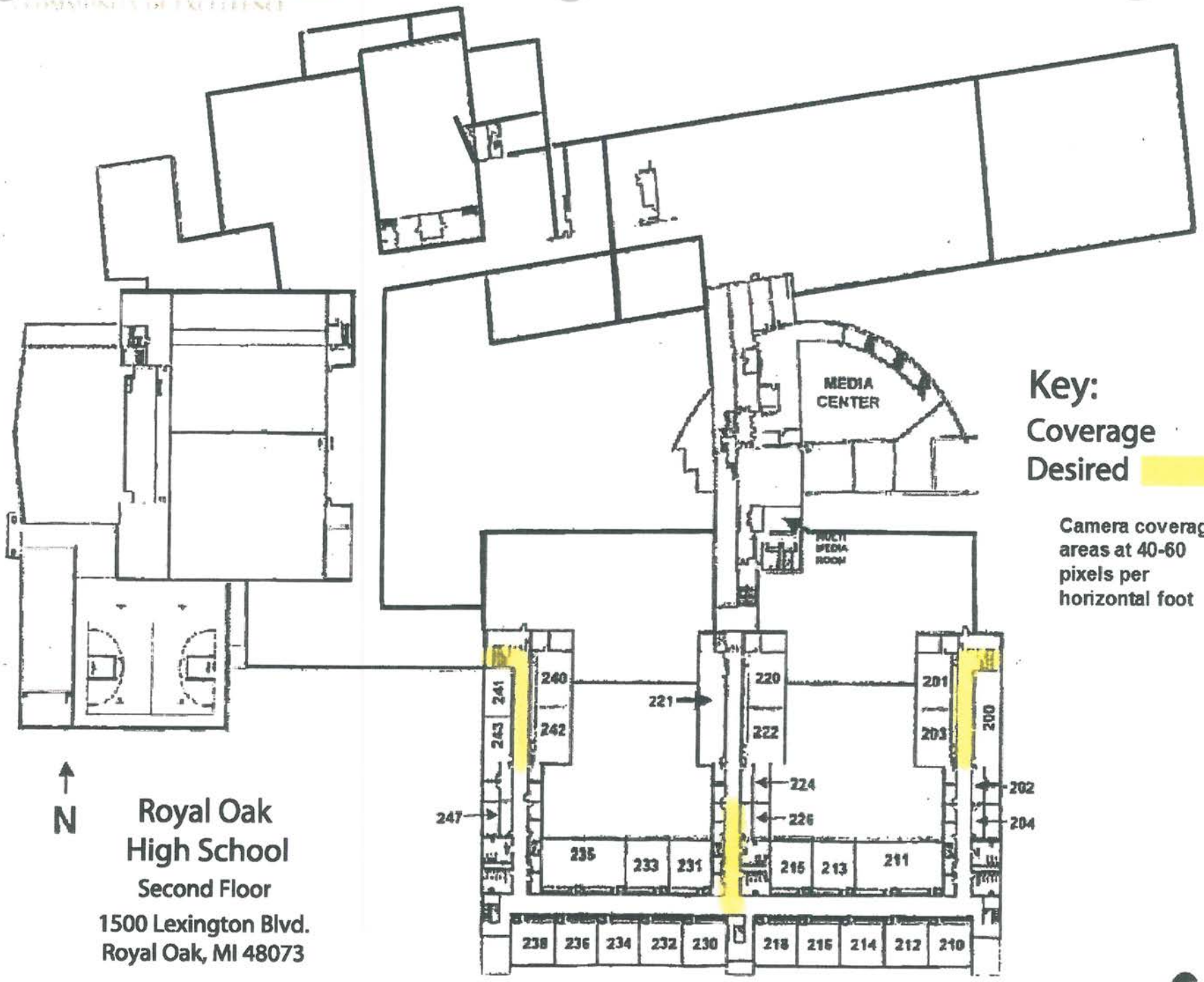
Royal Oak High School

First Floor

1500 Lexington Blvd.
Royal Oak, MI 48073

OaklandSchools

ROYAL OAK SCHOOLS



Key:
Coverage Desired

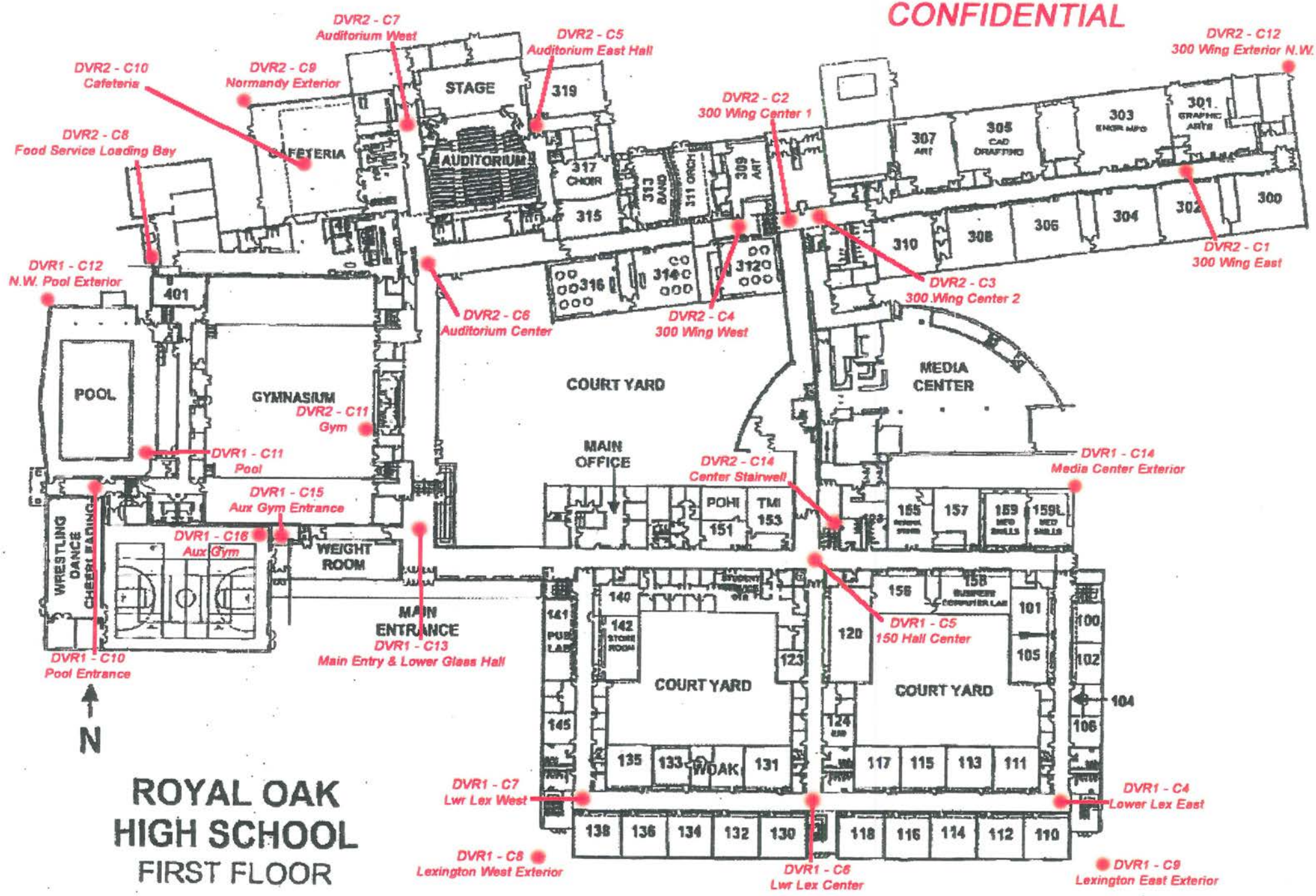
Camera coverage areas at 40-60 pixels per horizontal foot

N

Royal Oak High School
Second Floor
1500 Lexington Blvd.
Royal Oak, MI 48073

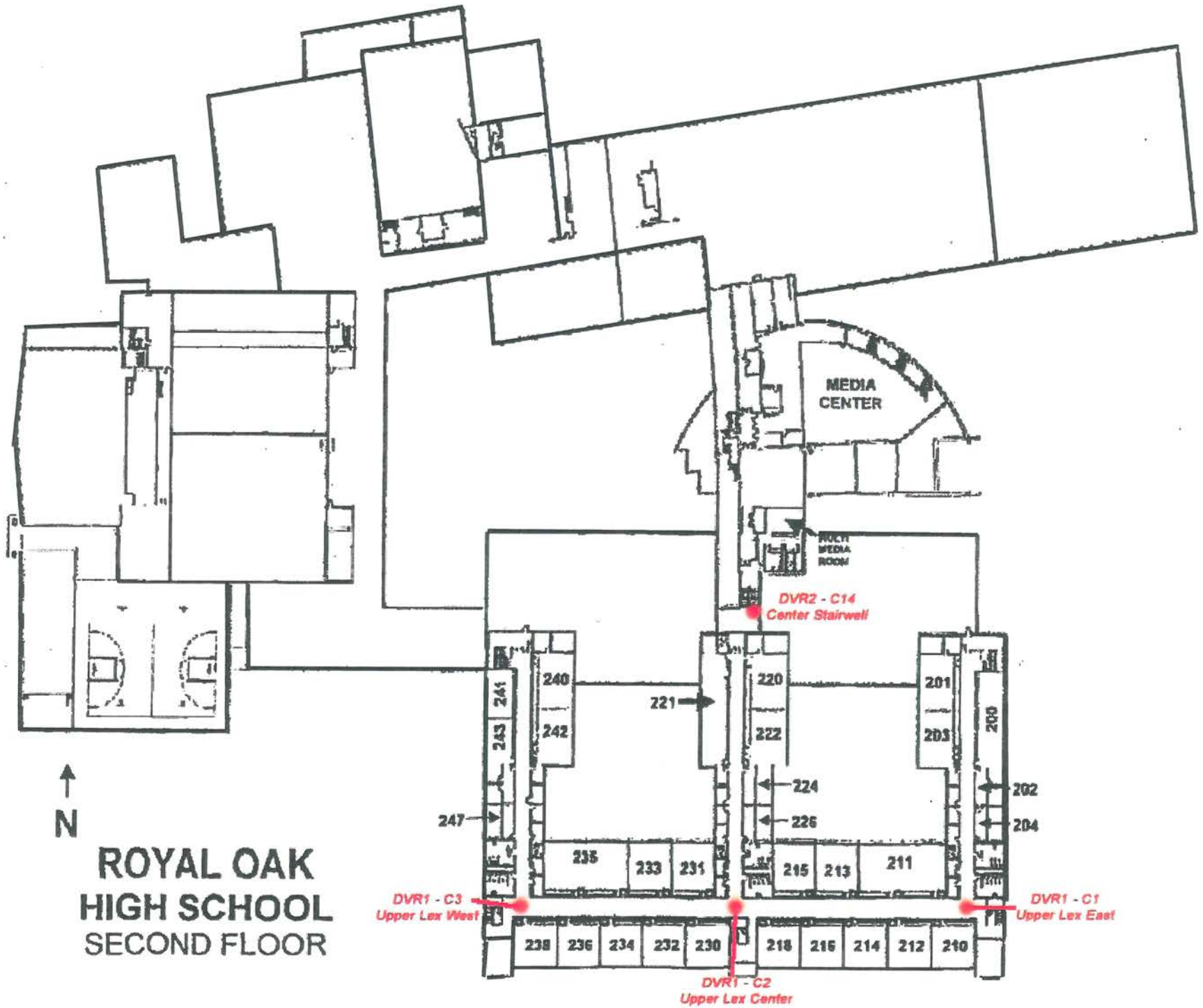
OaklandSchools

CONFIDENTIAL



ROYAL OAK HIGH SCHOOL
FIRST FLOOR

CONFIDENTIAL



ROYAL OAK HIGH SCHOOL
SECOND FLOOR

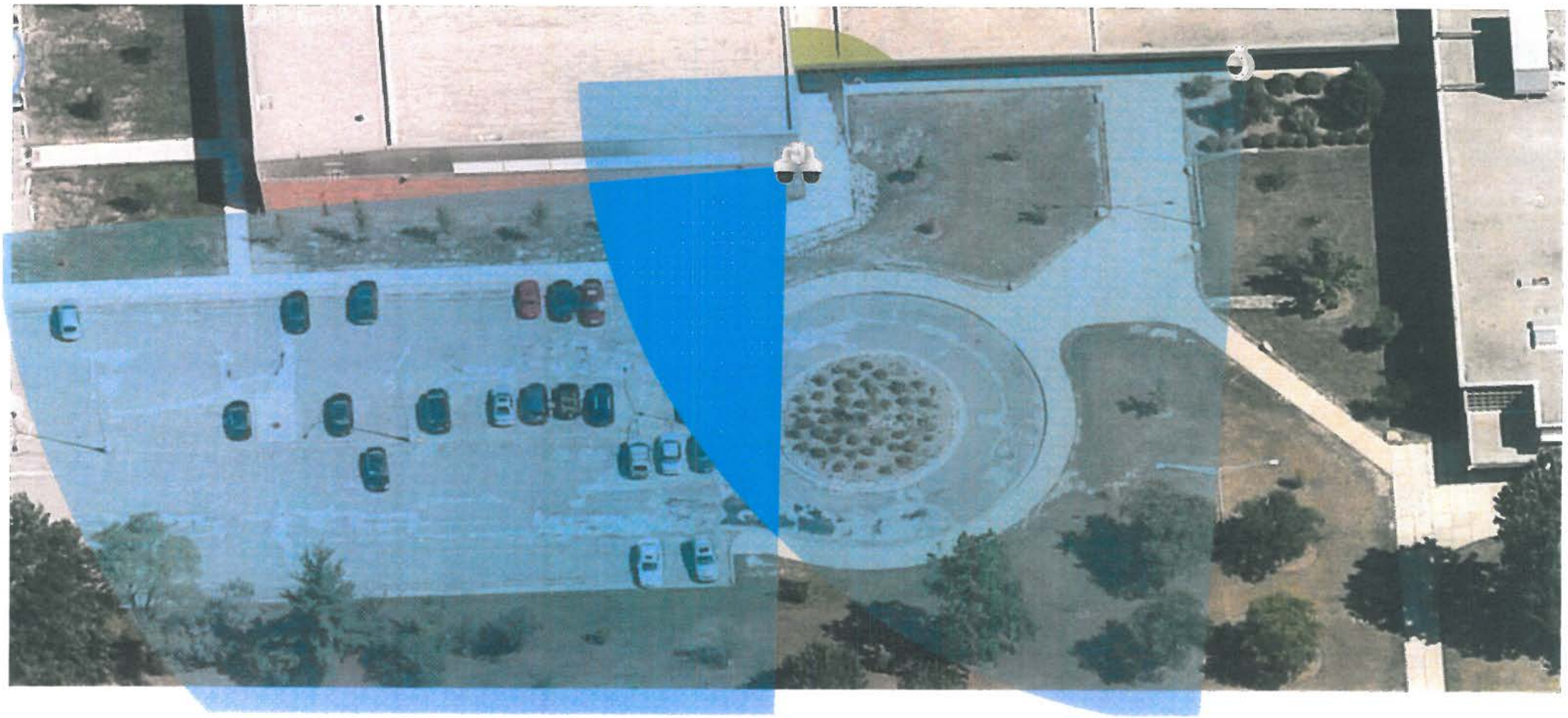
ROK Systems Inc
Vision Intelligently Applied

Royal Oak High School
Main Entry & SW Parking
Placement of Surveillance Cameras

Axis P3367-VE

Axis P3346-VE

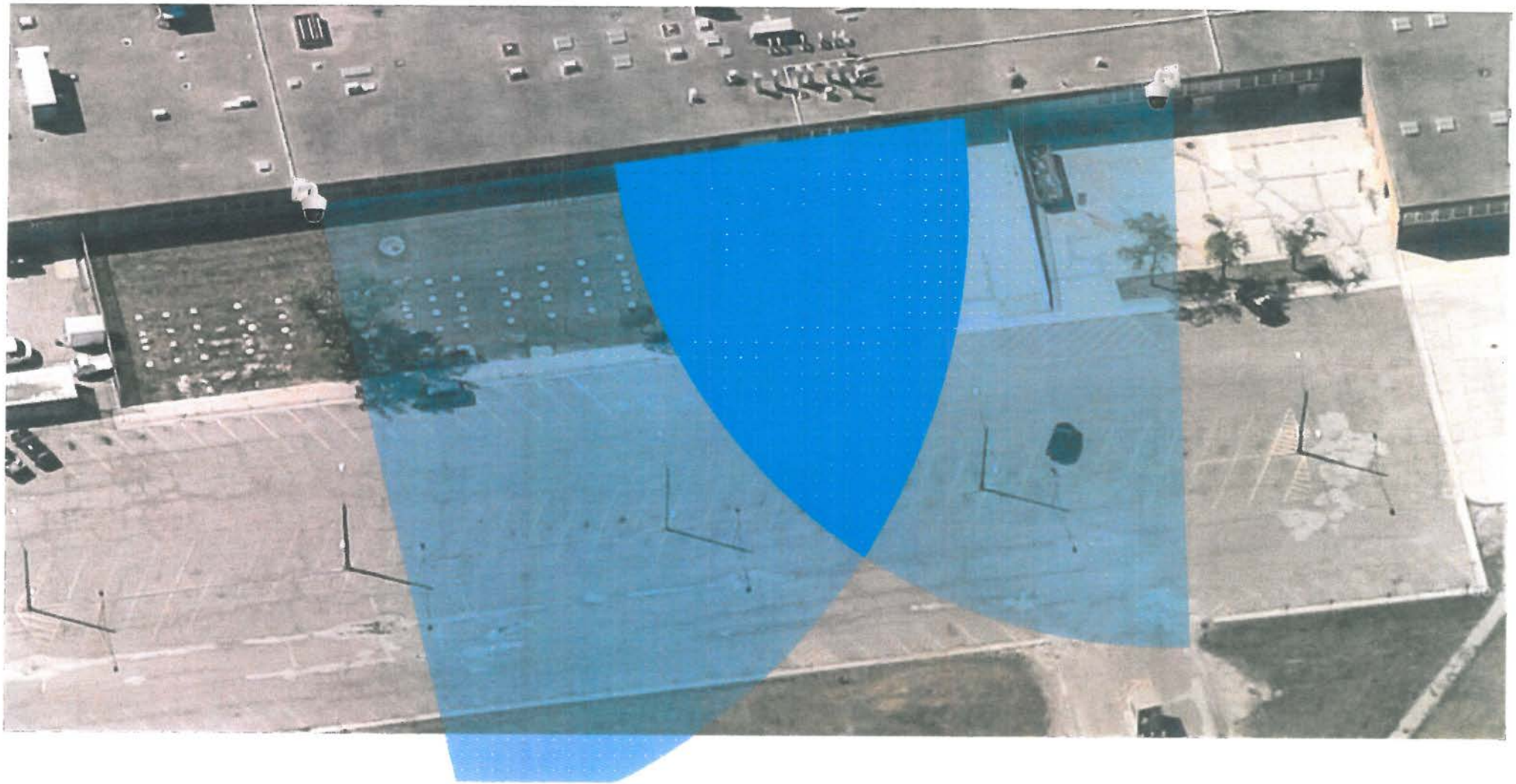
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Royal Oak High School
North Parking Area
Placement of Surveillance Cameras

Axis P3367-VE



ROK Systems Inc
Vision Intelligently Applied

Royal Oak High School
NE Floor Plan
Placement of Surveillance Cameras

Axis P3364-V

Axis P3364-V Typical
No Recessed Kit
Included



NOTE: There are seven (7) dome cameras in the Media Center with Overlapping coverage

Key: Coverage Desired

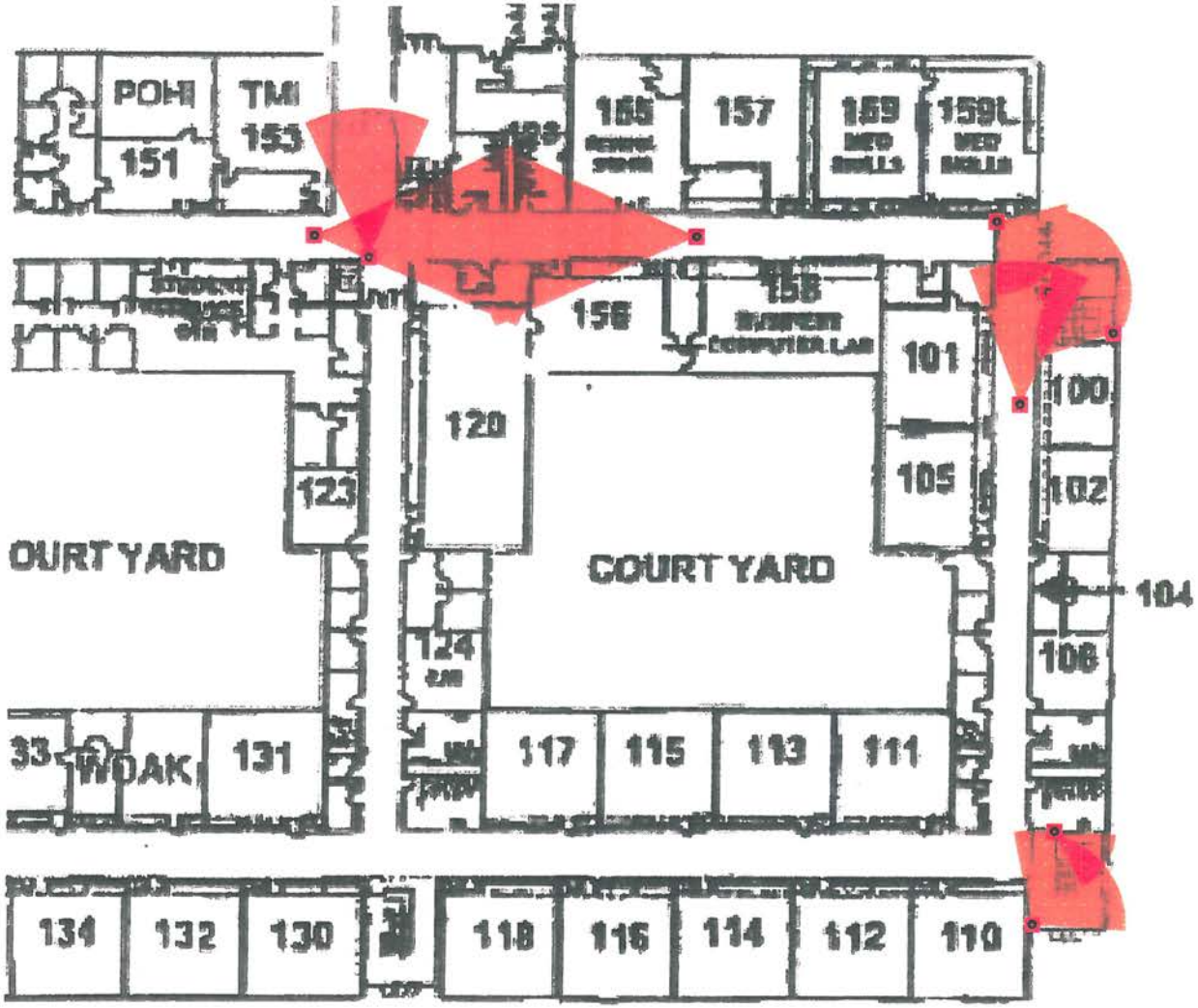
ROK Systems Inc
Vision Intelligently Applied

Royal Oak High School
SE Floor Plan
Placement of Surveillance Cameras

Axis P3364-V

Axis P3364-V Typical
No Recessed Kit
Included





ROK Systems Inc
Vision Intelligently Applied

Royal Oak High School
NW Floor Plan
Placement of Surveillance Cameras

Axis P3364-V

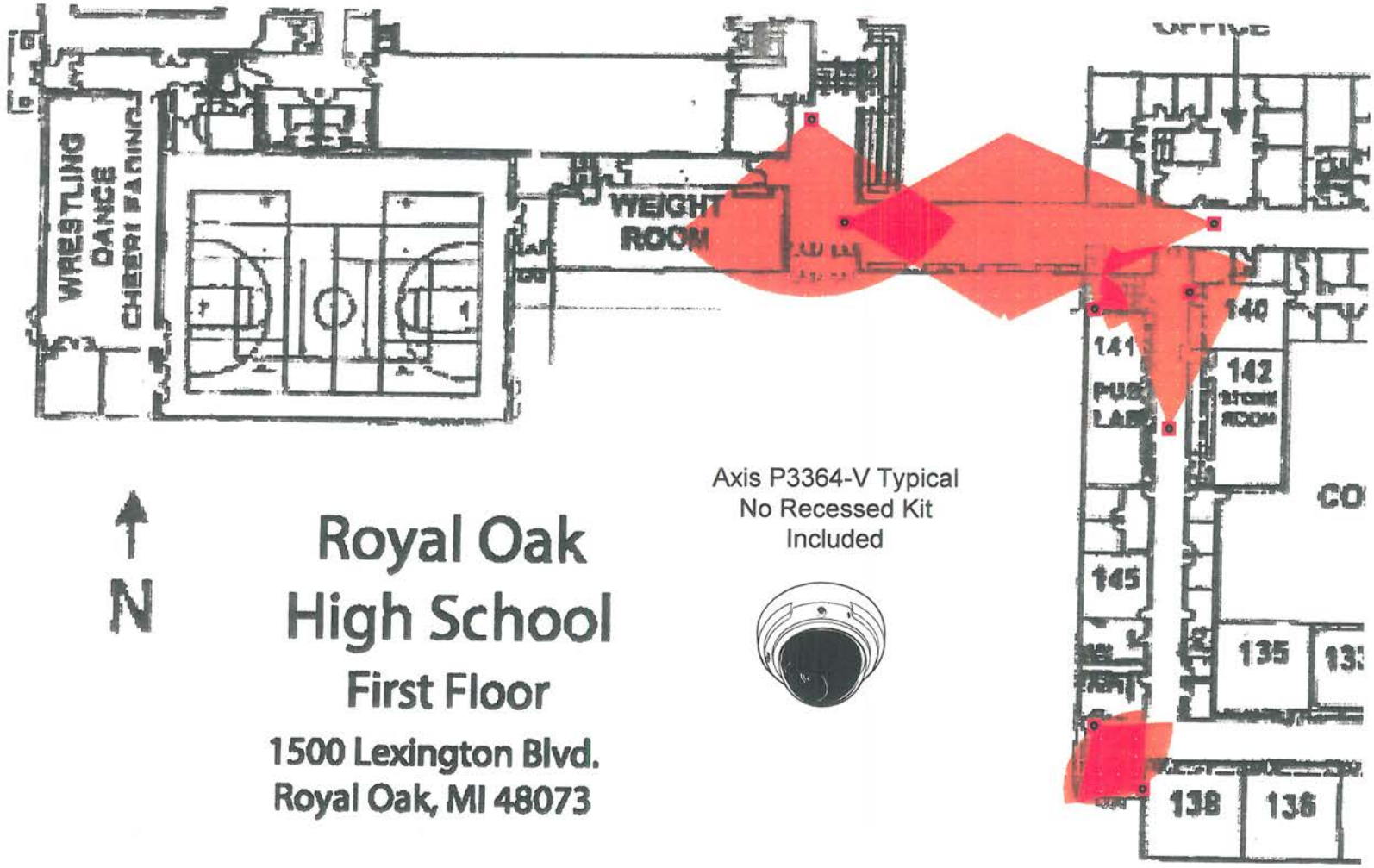
Axis P3364-V Typical
No Recessed Kit
Included



ROK Systems Inc
Vision Intelligently Applied

Royal Oak High School
SW Floor Plan
Placement of Surveillance Cameras

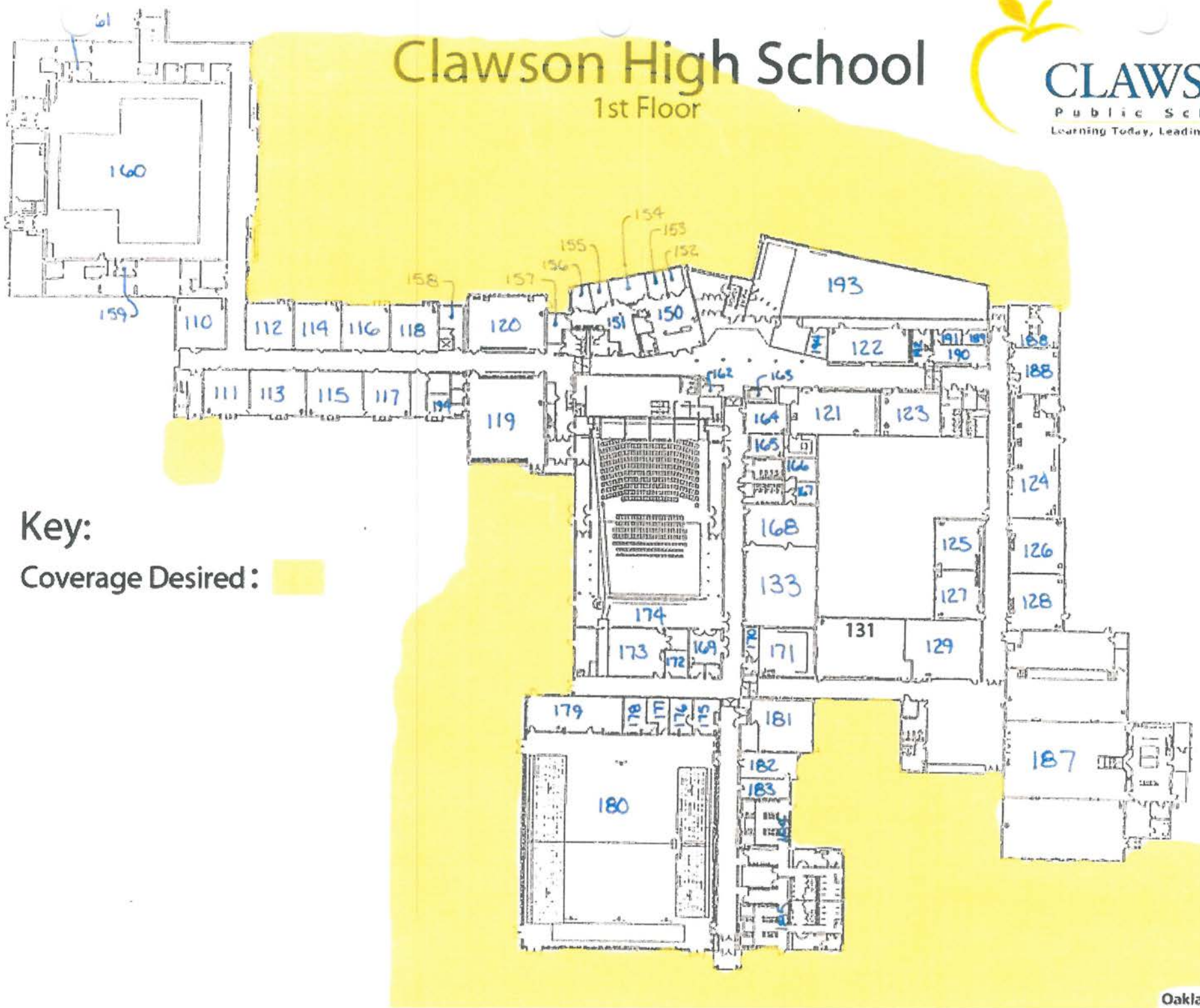
Axis P3364-V



Clawson High School

1st Floor

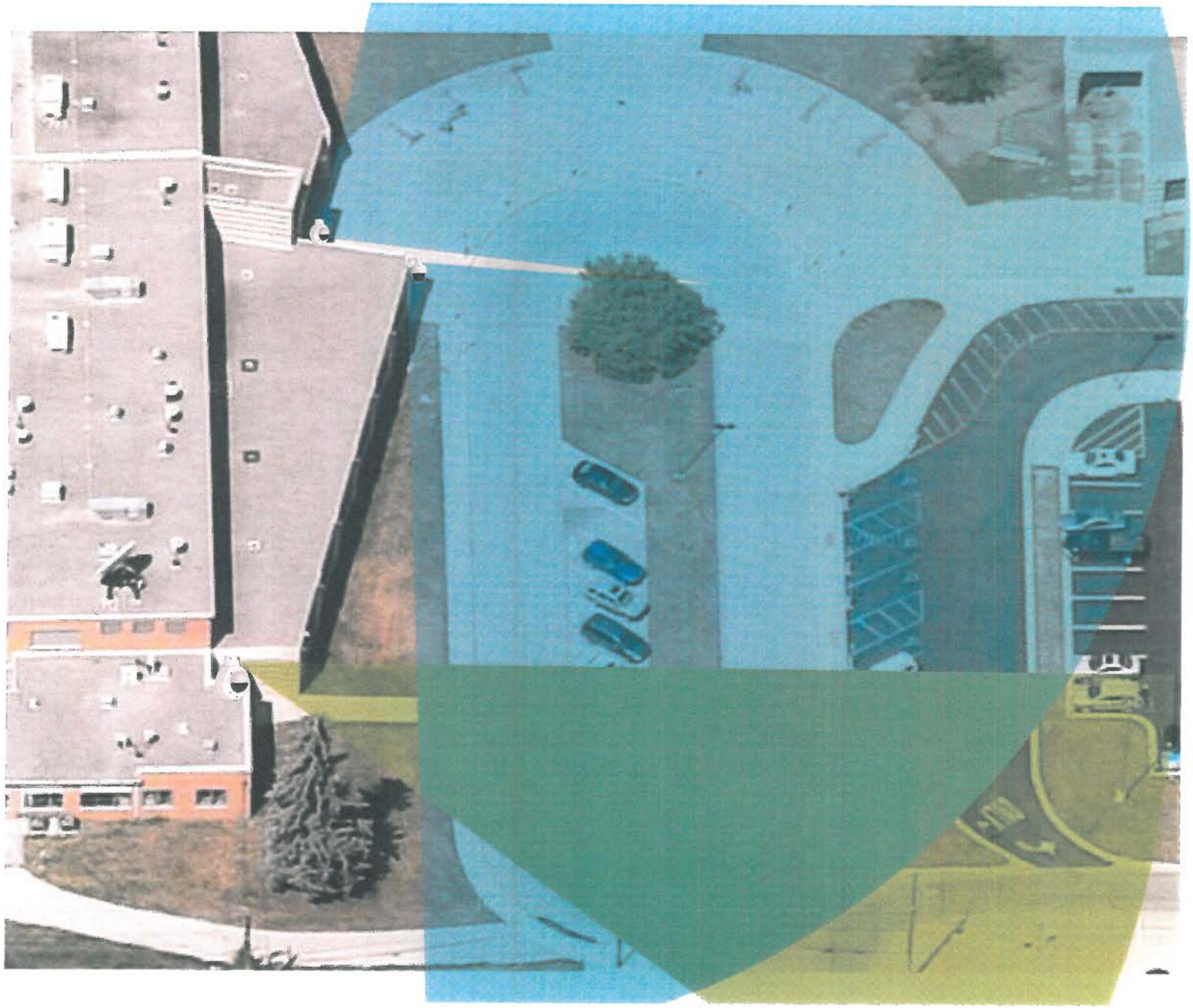
CLAWSON
Public Schools
Learning Today, Leading Tomorrow



Key:

Coverage Desired :

OaklandSchools



ROK Systems Inc
Vision Intelligently Applied

Clawson High School
Main Entry East View
Placement of Surveillance Cameras

Axis P3367-VE

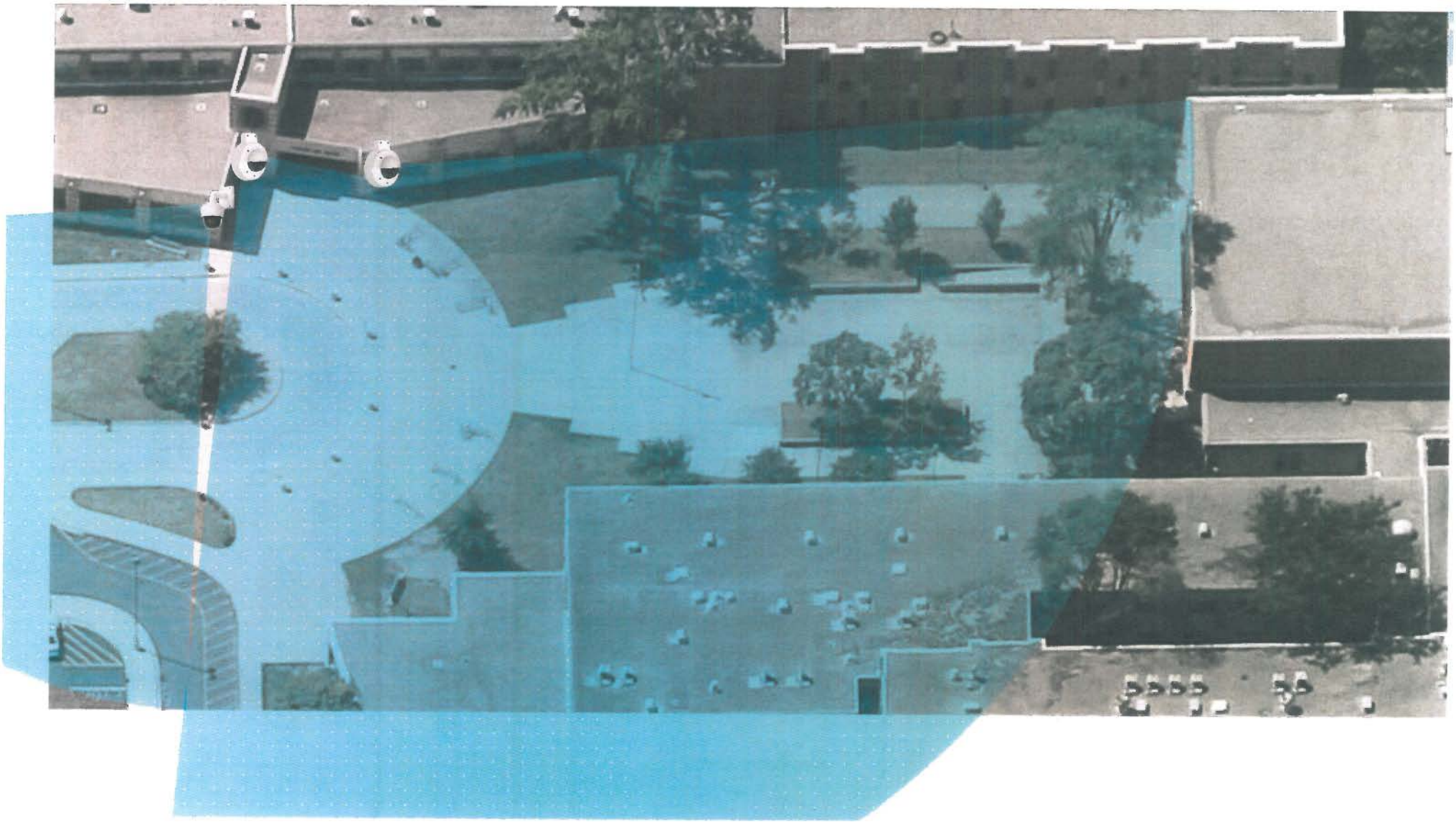
Axis P3346-VE

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ROK Systems Inc
Vision Intelligently Applied

Clawson High School
Main Entry Area
Placement of Surveillance Cameras

Axis P3367-VE



ROK Systems Inc
Vision Intelligently Applied

Clawson High School
South Parking Areas
Placement of Surveillance Cameras

Axis P3367-VE

Axis P3346-VE

